

Matt
Fischer,
Alaska
Wholesale
LLC
Kasilof,
Alaska



- 2025 Alaska Electronic Pull-tab Legislation
 - An Act relating to gaming; relating to bingo; relating to pull-tabs and electronic pull-tab systems; and providing for an effective date.

Who we are

- Independent Alaska distributor with a 30+ year history
- Alaska Wholesale Inc. was started by former Senator Paul Fischer.
 - Restructured after his death as a new company – Alaska Wholesale LLC
 - Started with the sole purpose of ensuring non-profits had access to low-cost pull-tabs and bingo paper
- Family Owned; I am a lifelong Alaskan.
- Serve the entire state of Alaska
- One of three remaining distributors with primary business of gaming supplies
- The only distributor being actively run by an Alaskan resident owner.
 - Unique perspective, as we deal with all components in the industry on a daily basis, from the manufacturers to the players

All information in this presentation is true to the best of our knowledge. You should verify all information for yourself. Some information is based on our knowledge of the industry and is theoretical.

Alaska Gaming – It's about the Nonprofits!

- Alaska's charitable gaming is unique!
 - The money that goes to the non-profits helps to decrease their dependency on State funds.
 - School sports
 - Youth organizations
 - Senior centers
 - Tribal organizations
- Legislature designed Alaska charitable gaming to benefit nonprofits
- All changes in regulation should focus on maximizing return to the nonprofits.
- Alaska Charities raise over \$75 Million in net revenue each year.
 - We estimate that 1/3 of that makes it to the nonprofit's mission after all expenses are paid.
- **If we follow the Minnesota model of allowing electronic pull-tabs on tablets, we can expect the revenue to double to \$150 Million based on the Minnesota historical data.**

How Permits Can Be Run

	Self Directed Permits	Multi Beneficiary	Operator	Vendor
Typical Look	Pull-tab Store Fraternal Organization Bingo Hall	Pull-tab Store Bingo Hall	Pull-tab Store Bingo Hall	Bar
Where does the money go?	All management and money is controlled by the non-profit	All management and money is controlled by a maximum of five permittees working together	Operator is responsible for all costs of gaming and guarantees non-profits 30% ideal net for pull-tabs and 10% for bingo	Permittee is responsible for game costs. Vendor purchases game from permittee and is guaranteed a 30% profit.
Does ticket cost matter	Yes	Yes	Yes	Ticket cost has no effect on vendor, a huge effect on non-profit since they guarantee vendor 30% profit

Paper Pull-tabs

Where do the net revenues go – After paying prizes?

Self Directed

Paper Pull-tabs

Ideal Net Split with Ticket Cost at 0.055 and 82% Payout



Operator Contracted

Paper Pull-tabs

Ideal Net Split with Ticket Cost at 0.055 and 82% Payout



Self Directed – Need to pay

- Rent
- Utilities
- Insurance
- Employees

Vendor Contracted

Paper Pull-tabs

Ideal Net Split with Ticket Cost at 0.055 and 82% Payout



Issues Facing Nonprofits and Charitable Gaming

- Drastically increasing paper costs, fixed selling price of \$1 or \$2
 - Many stores have lowered payout percentage, and this has driven customers away
- Increased fixed costs – rent, utilities
- Increased wages and benefits
- Illegal pull-tab operations online
- Illegal video gambling stores
- Paper pull-tab players “aging out”
- Easy access to online gambling



Key Points from Alaska Industry talks

- Concerned about a monopoly by manufacturers
- Worried about cost of e-tabs – profits going out of state
- Worried about bars looking like casinos putting pull-tab stores and bingo halls out of business
- Worried about tips declining with e-tabs
- Concerned about play being too fast
- Not understanding how permit limits work

Key Points from Alaska Industry talks

- Insist rules are put into statute, and not put off until regulation time
- Many things are required by the department that are never reviewed or needed (ex. payroll reports)
- Some municipalities charging a tax based on gross sales versus ideal net making pull-tabs to not be realistic in those areas
- Wanted Etabs bill designed for Alaskans
- Concerned that their store sales information acquired through POS systems will be used/shared with other stores
- Worried manufacturers will become operators, in effect, Self serve e-tab centers in malls

100% of nothing, is nothing!

A thick, wavy orange line is positioned horizontally below the text, spanning approximately the width of the text.

The Minnesota Model

Tablets only electronic
pull-tabs

88% payout limits on
E-tabs

Strong regulatory
guidelines

Paper pull-tab
manufacturers must
sell product to all
distributors ensuring
price competition

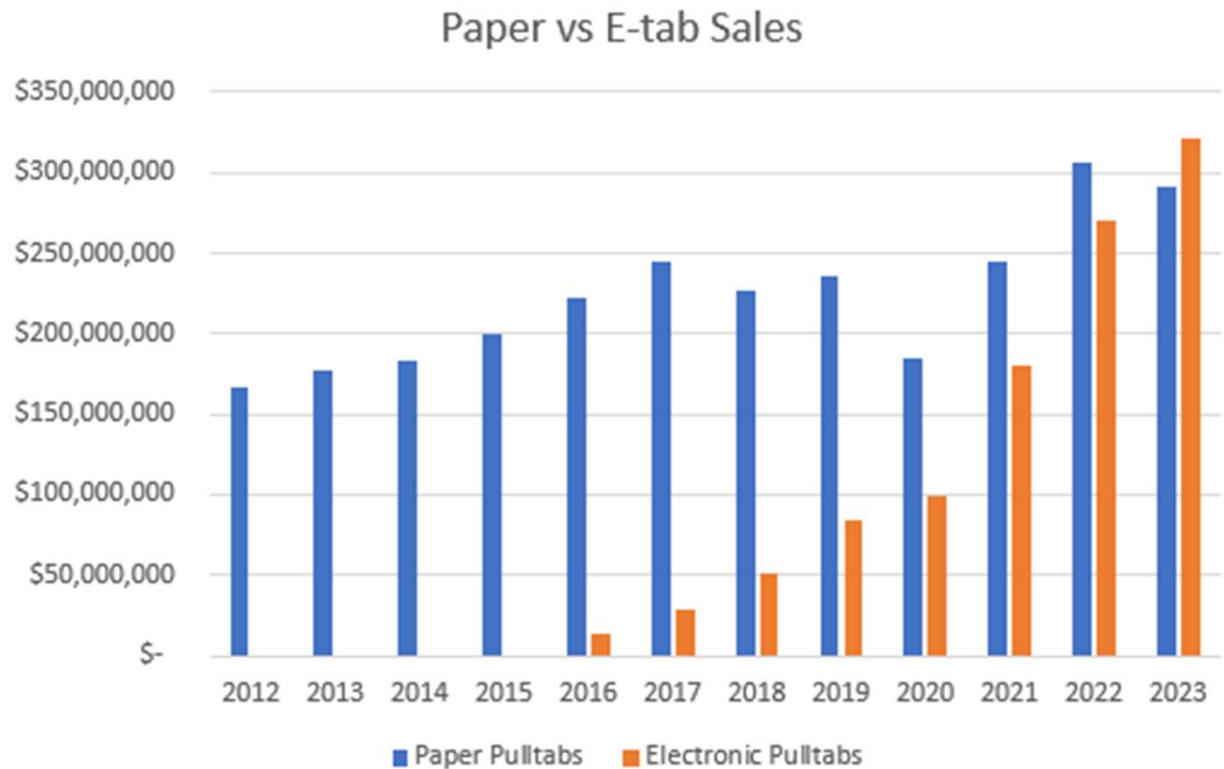
Does not allow gifts
from manufacturers

A manufacturer may
not also be a
distributor

Minnesota compared to Alaska Gaming

	Minnesota Pulltab Activity - Ideal Net						
	Paper Pulltabs	Electronic Pulltabs	Alaska Gaming Pulltabs Net	MN Paper Pulltab Change	Mn Electronic Change	Mn Combined Change	Alaska Change
2012	\$ 167,111,000		\$ 67,541,800				
2013	\$ 176,750,000		\$ 63,984,567	5.8%		5.8%	-5.3%
2014	\$ 183,781,000		\$ 67,179,033	4.0%		4.0%	5.0%
2015	\$ 200,144,000		\$ 70,308,933	8.9%		8.9%	4.7%
2016	\$ 221,920,000	\$ 12,960,000	\$ 59,600,067	10.9%		17.4%	-15.2%
2017	\$ 245,132,000	\$ 28,634,000	\$ 63,847,533	10.5%	120.9%	16.6%	7.1%
2018	\$ 227,257,000	\$ 51,375,000	\$ 69,805,567	-7.3%	79.4%	1.8%	9.3%
2019	\$ 236,423,000	\$ 84,414,000	\$ 61,743,540	4.0%	64.3%	15.1%	-11.5%
2020	\$ 185,371,000	\$ 98,783,000	\$ 50,627,261	-21.6%	17.0%	-11.4%	-18.0%
2021	\$ 245,578,000	\$ 179,861,000	\$ 72,432,522	32.5%	82.1%	49.7%	43.1%
2022	\$ 306,878,000	\$ 270,003,000	\$ 76,674,967	25.0%	50.1%	35.6%	5.9%
2023	\$ 291,087,000	\$ 321,414,000	\$ 75,713,741	-5.1%	19.0%	6.2%	-1.3%
Minnesota 2012-2023 Change 267.0%				Alaska Change 2012-2023 12.1%			
Minnesota Charities are competing against 20 Casinos that have blackjack and slot machines							

What happened
to Paper Pull-
tabs in
Minnesota with
the introduction
of E-tabs



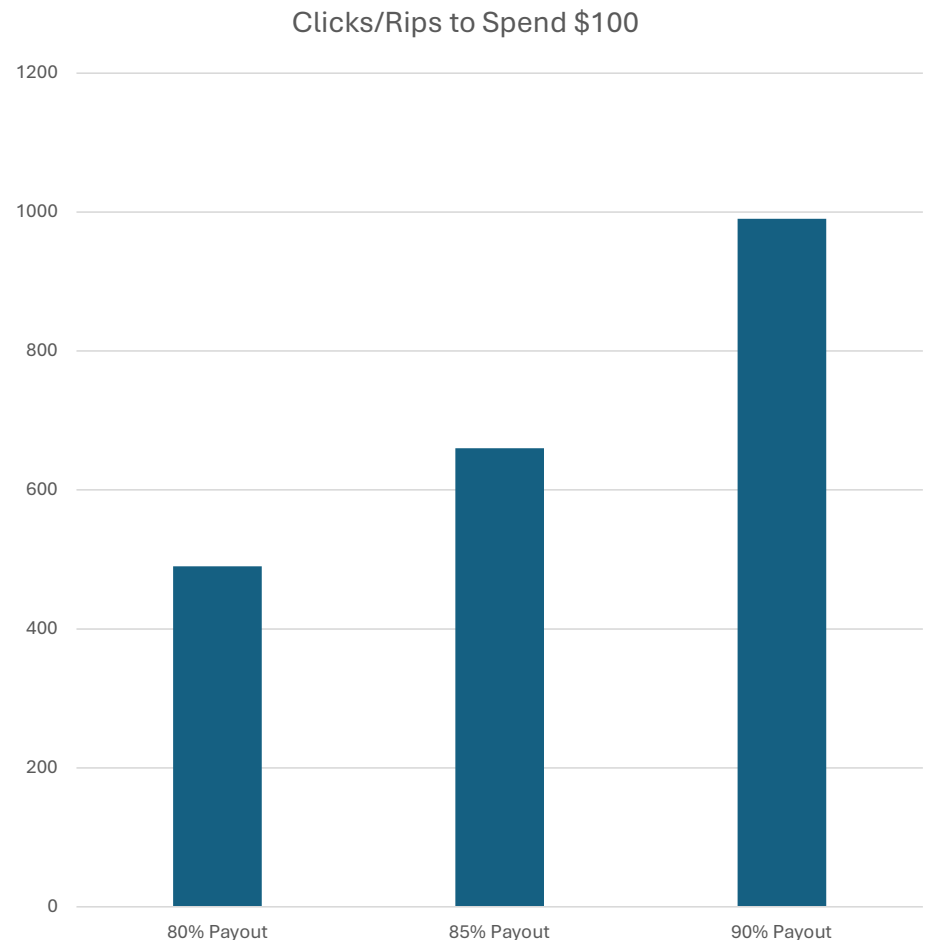
Opposition to this bill.

- In previous testimony, a manufacturer and distributor expressed concern about their 14 employees losing their jobs and benefits, and for that reason oppose this bill.
 - I certainly believe that they will be able to sell the distributorship and there will be no loss of jobs.
 - However, I can understand the employees concern and worry.
 - Certainly, If they bought it at a fair market price two years ago, the value has not declined.
- Across the state right now, there are nonprofits closing their pull-tab stores because they cannot continue with the high prices of paper. It doesn't make sense for permittees to use vendors, again, because of the paper prices.
 - I can assure you there are far more than 14 people in this situation that are losing their jobs.
- Across the state there are nonprofits that cannot fulfill their mission because their gaming revenues are down. Parents that can no longer have their kid in an activity because fees must increase.
- This bill includes very little that is not in the Minnesota Statutes, most of it was "stolen" from their statutes.
- This bill could save those jobs and nonprofits by providing an additional \$75 million in net proceeds.
- All of their executives will be fine with a delay in this bill, as they are not solely dependent on Alaska gaming. Alaska nonprofits will not be ok.

Pull-tabs as Entertainment –

Payout percentage matters!

- **Entertainment**- amusement or diversion provided especially by performers, something diverting or engaging
 - To spend \$100 it takes between 490 to 990 clicks/rips (mathematical average)
 - Pull-tabs have a guaranteed payout
 - It is known that you will be donating between 10% to 25% every time you play
 - Most Pilot e-tab games have “bonus play” built in that prolongs play of larger payouts, simulating the time it would take to cash in a ticket while providing an entertaining experience
 - **Our goal is to provide an entertaining experience that lasts a reasonable amount of time**
 - Imagine going to a movie that you pay full price for, and it lasts only 30 minutes, you're probably not going to make that mistake again!





A sample reel of a Pilot Games Etab

- Pilot Spends over \$300k per game on development
- Bonus Features add excitement as well as control the speed of play
- Prizes are predetermined, it is not a skill game
- This game shows a top prize over \$500, it would be adjusted for Alaska's caps

A typical bar setup in Minnesota



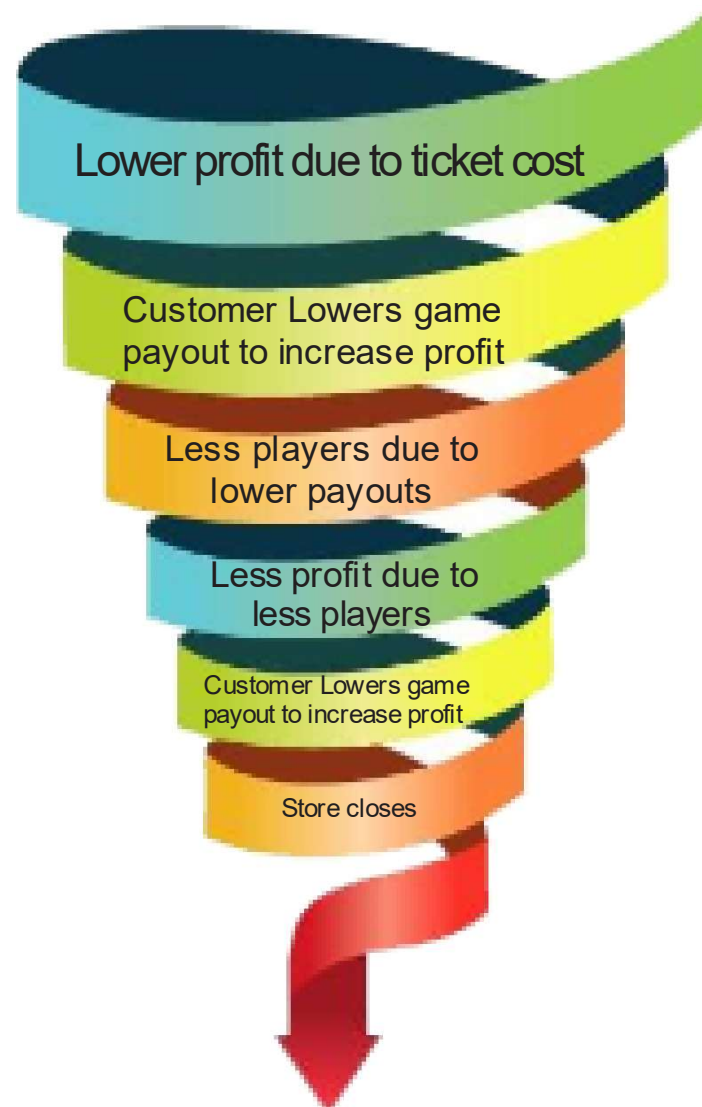
Why an Electronic Gaming bill in 2025

Increase revenue and opportunity to nonprofits

- Paper Cost
 - Continued increased cost of games from manufacturers has gotten to a point that we must consider alternatives.
 - Pre-Covid we were seeing tickets for \$.02 or less each. Today we are seeing prices in the \$.05 and \$.06 range.
 - Our customers' best success comes when they use games in the 85%-90% range. With the increase in paper cost, little is left for the non-profits.
 - To deal with the price increase many nonprofits have lowered the payout percentage which lowers customer happiness. This leads to less customers.
 - Bingo halls can get by with a lower percentage because they bring in customers for bingo, and they play pull-tabs.
 - A permittee that uses a vendor makes very little because they are responsible for the cost of the tab.

Pull-tab Store Death Spiral

- Many of our customers are in this mode
- We will lose many non-profits in gaming before this bill passes
- They need relief in ticket prices
 - E-tabs can help subsidize paper
- E-tabs brings in new customers
- E-tabs allow higher percentage games without additional cost to non-profits



Total Possible Revenues based on payout percentage

Paper Permit Prize Cap

Current Maximum Payout		\$ 2,000,000.00
Payout Percentage	75%	
Net Revenue		\$ 500,000.00
Current Maximum Payout		\$ 2,000,000.00
Payout Percentage	80%	
Net Revenue		\$ 400,000.00
Current Maximum Payout		\$ 2,000,000.00
Payout Percentage	85%	
Net Revenue		\$ 300,000.00
Current Maximum Payout		\$ 2,000,000.00
Payout Percentage	90%	
Net Revenue		\$ 200,000.00

Etab Permit Prize Cap

Current Maximum Payout		\$ 4,000,000.00
Payout Percentage	85%	
Net Revenue		\$ 600,000.00
Current Maximum Payout		\$ 4,000,000.00
Payout Percentage	88%	
Net Revenue		\$ 480,000.00
Current Maximum Payout		\$ 4,000,000.00
Payout Percentage	90%	
Net Revenue		\$ 400,000.00
Current Maximum Payout		\$ 4,000,000.00
Payout Percentage	92%	
Net Revenue		\$ 320,000.00

What is in 2025 gaming bill – Electronic Pull-tabs

- A separate \$4 million in prizes may be given out by permittee for E-tabs
- Caps payouts at 90%
- Allows an auto-close feature -- for example, when all prizes over \$50 in a \$1 game are paid out, the game is removed, and a new game is loaded in. Players know there are always major prizes left in games they are playing.
- Payout kiosks are restricted to employee access only, no self serve pull-tab popups.
- Handheld tablet-based devices only
 - The Alaska industry believes handheld devices will keep Alaska from looking like it has casinos.
 - Feeling is that the tablets will be more accepted by the public
 - This is not a unanimous opinion. Most opposition that you will hear to this bill is because they would like to take it further with cabinet-based devices (look like a slot machine)
 - We do not believe that those have a chance of passing the legislature and the tablets are a reasonable compromise
 - Minnesota has proven that tablets alone can double the net income for the nonprofits

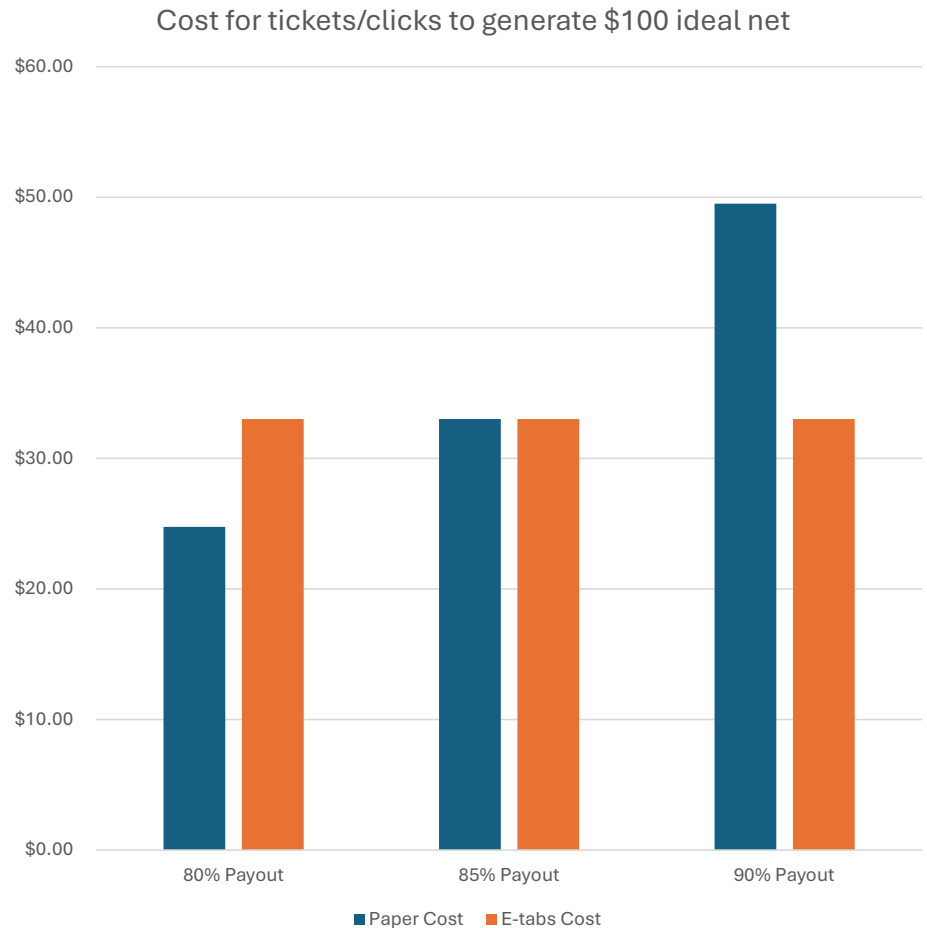
Etabs allows higher payout percentage meaning happier customers



“It’s easy to give other people’s money away”

Paper vs E-tabs Price Comparison

- Many concerns focus on the price of E-tabs and money going out of state
- This is a comparison of paper tickets versus e-tabs with our company at a 33% profit share
- The break-even point is at 85% payouts
- Historically most of our customers aimed for 85% or above payout average on their games
- Players recycle their money, generally a win will be replayed
- Higher percentages allow longer entertainment
 - Think of a good day fishing versus a bad!
- Not all companies are equal! Don't choose a company that won't tell you a price and commit to it long term!



SB170 provides extensive guardrails based off Minnesota's statutes to ensure fairness throughout the industry and, ultimately, to maximize revenues for nonprofits



Why an Electronic Gaming bill in 2025

Increase revenue and opportunity to nonprofits

- Supply Chain – ensure pricing competition among distributors and manufacturers
 - Manufacturers have been bought up by equity firms creating less options
 - Alaska is now essentially supplied by only four Manufacturers
 - Some Manufacturers have put themselves in a spot that they can create a monopoly
- One Manufacturer/Distributor owns the two primary point of sale systems used in Alaska
 - They may have access to store sales through this
 - They as a distributor may find competitors pricing through POS data
 - They own huge distributorships down South and can pressure other manufacturers not to sell to competing distributors

Why so many changes in statute?

- We look for an Electronic Gaming bill in 2025 that has requirements that aren't normally seen in industries other than alcohol but are like rules in place in North Dakota and Minnesota that ensure a competitive market for pull-tabs and protecting the nonprofits.
- There is a reason why. We have seen manufacturers abuse their power in Alaska to reduce competition and artificially raise prices to the non-profits.
- Often the non-profits aren't price savvy because it is "free money" and many of the people in charge are simply volunteers.
- We have seen this with Etabs in other states in the form of device placement incentives. These have gone as high as \$20,000 in North Dakota
- Another way we have seen market manipulation is with distributors hiring relatives of the nonprofits to gain that customer
- **Alaska has very little regulatory oversight. If there is a crack in the regulations it will be fully exploited.**



What is in the 2025 gaming bill – Permittees

- Permit prize cap remains at \$2 million for paper, but adds \$4 million in a separate revenue stream for E-tabs
- Removes the \$500,000 cap if an operator is used
 - Currently if they use an operator at all, they lose \$1.5 million of their prize cap
- Pooling of permits by operators and vendors allows easier access for more permit holders
- Access to lower cost paper pull-tabs due to more competition amongst distributors with manufacturers having to sell to all distributors and limiting exclusive games
- Protection of sales information by prohibiting manufacturer and distributor use of point-of-sale data
- Ban on advertising on the radio is removed
- Places a 1% of ideal net cap on local municipality taxes of pull-tabs
- Requirement to use gaming proceeds within one year are removed
 - It is widely considered bad practice for a non-profit to not have funds on hand for more than one year of operations

What is in 2025 gaming bill – Vendors (bars)

- Able to pool permit holders and split proceeds for e-tabs
 - Allows them to run far more permits which spreads the wealth
- Allows for electronic transfer of funds
 - Distributors can establish a system that automatically distributes proceeds from the vendors bank account to the non-profits each month
- Tablets will work better for many bars as bartenders won't have to spend large amounts of time counting paper tickets
- Less errors by dealers, no miscounts
- Access to more bars as tablets are considered a little classier (no paper mess)
- More bars willing to participate means more opportunities for nonprofits to raise money through charitable gaming
- Etabs will have lower tips, we encourage profit sharing to make up for this.

What is in 2025 gaming bill – Operators

- Elimination of some paperwork that isn't being done currently or can be automated by the State
- Operators' contracts require 30% of adjusted gross income from pull-tabs and 10% for bingo go to permittees. All reporting not needed for these two numbers is eliminated (payroll, utilities, etc.).
- Operators can pool permits together and split the 30% among the permittees.
 - Currently they must track each game to a single non-profit.
- E-tabs are only available to operators that have been in business for three years until 2030.
 - This is intended to control the rollout of E-tabs.
- An operator must have an employee dedicated to their pull-tabs and e-tabs.
 - Can't have a laundry mat with e-tabs and the laundry worker is working the gaming or vice versa.
- Allow permittees to use their full permit limits with operators or use part with an operator and keep the remaining portion to use as self directed without penalty.

What is in 2025 gaming bill - Manufacturers

- The Department may not issue a distributors license to a manufacturer
 - This ensures fair access to the market for manufacturers, similar to restrictions on alcohol distributors in Alaska
- May not pay for modifications to a building to install a gaming system or pay for utilities
- May not provide gifts, gratuity, premium, or other things of value to an entity or organization
 - A good product should speak for itself and not require kickbacks or incentives
- A manufacturer must sell paper pull-tabs to all distributors in the state that have been in business for at least three years
 - Must be at the same price points and quantity requirements
 - Forces price competition among distributors and manufacturers
- Exclusive paper pull-tab games are limited to a five-year time frame, then are available to all distributors
- A manufacturer must submit a copy of contracts with distributors within 7 days of signing to the Department
 - This ensures no side deals or kickbacks
- A manufacturer may not obtain, use, share, or sell point-of-sales data from paper tickets or bingo
 - Keeps permittee and distributors proprietary information private
- Etabs are capped at a maximum of 35% revenue share
 - Provides for competition among manufacturers in setting their rates, but also provides a guard rail

The regulated system has checks and balances when three parties are involved

- With three entities reporting what should be the same information, it makes it extremely hard to cheat.
- When only two entities are involved, it is much easier to manipulate the system.

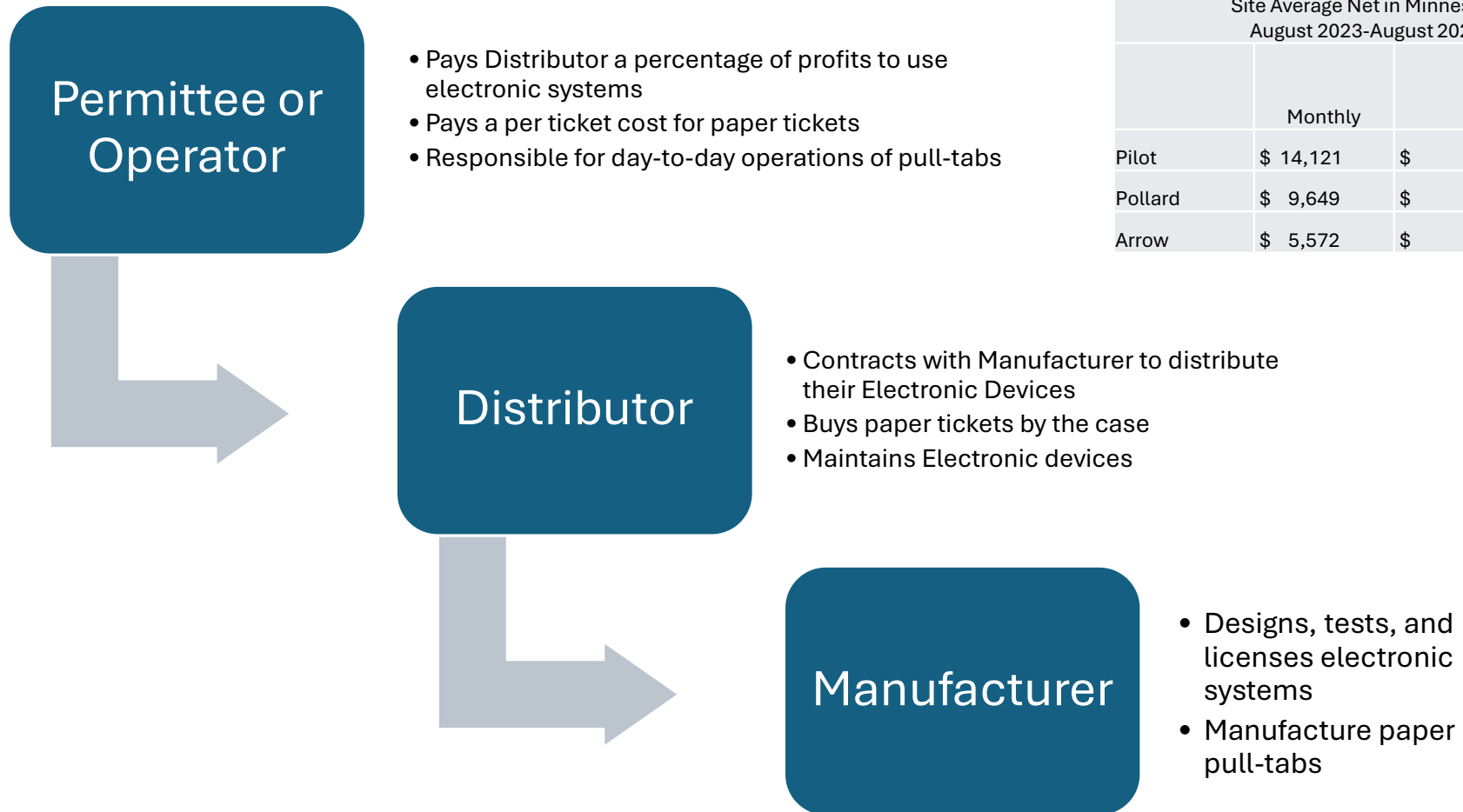


Contrary to Arrow's testimony, it's not all about them!

- Many, including us, were surprised when a manufacturer became a distributor, as we thought that it was illegal - the same as I can't sell to a family member that is a permittee or operator.
 - It was not Arrow!
- This particularly caught my attention when that manufacturer has a suspended license as a manufacturer but still seemed to be selling their own product as a distributor. They were reaching out to us at that point to distribute their products.
- This is when it became obvious to us that it is too easy to cheat when a manufacturer owns a distributorship.
- It is not focused on a single company, there is another manufacturer that has had to follow Arrow's lead across the country buying distributorships to ensure that they have a market for their product.

Money flows in one direction! There should be no “Kickbacks”.

- “Buying the Market”



Site Average Net in Minnesota August 2023-August 2024		
	Monthly	Annual
Pilot	\$ 14,121	\$ 169,447
Pollard	\$ 9,649	\$ 115,789
Arrow	\$ 5,572	\$ 66,859

Why address kickbacks?

- Currently in North Dakota distributors are being offered \$20,000 per device that they place in a bar that signs a long-term exclusive agreement by a Manufacturer
 - Bars know about the \$20,000 and expect that to be passed on to them
 - Permittees may never benefit from this and may be hurt if machines come with a higher price per ticket than competitors
 - Reportedly this has been stopped very recently in North Dakota
- A manufacturer or distributor could refuse to sell paper games to a permittee, operator, or vendor that does not use their devices
 - Especially troublesome when one distributor/manufacture controls what we estimate to be over 50% of the paper market
- A manufacturer could do building renovations with the promise of a long-term contract and their devices may have a higher cost that is detrimental to the permittees
- A paper manufacturer could stop selling to a distributor that does not sell their electronic devices
- A multitude of other methods that can be devised if manufacturer and distributor kickbacks are not prevented

The manufactures that are operating in Minnesota

Data from Minnesota Reports from August 2023 - August 2024

	Pilot Games	Pollard Compliant	Arrow International
Total ideal Net Raised	\$ 309,059,440	\$ 86,324,024	\$ 3,634,261
Top Performing Site Average	\$ 90,195	\$ 68,222	\$ 31,602
Average Net Earnings Per Site per month	\$ 14,121	\$ 9,649	\$ 5,572
Average Net Annual Earning Per Site	\$ 183,567	\$ 125,438	\$ 72,430
Minnesota Locations	1,740	751	42
Business Main Line	Only produces Electronic Pull-tabs	Paper Pull-Tabs and Lottery Tickets	Paper Products, Bingo Equipment
Manufacuterer Owned By	Private Individual	Canadian Corporation	Global Investment Firm
<i>Data from Minnesota Reports from August 2023 - August 2024</i>			

Alaska has already established it does not want a monopoly!

Less people know about pull-tabs, so it doesn't grab the headlines, but the issue is the same.

In Alaska, public opinion regarding the proposed Kroger-Albertsons merger was **overwhelmingly negative**, with concerns centered around potential price increases, loss of local grocery stores, and reduced consumer choice. State leaders and consumer advocates actively opposed the merger, highlighting the importance of grocery store competition for accessible and affordable food options, especially in smaller communities. [@](#)



Elaboration:

Concerns about price hikes:

Many Alaskans feared that the merger, which would combine the state's two largest grocery chains, would lead to higher food prices. [@](#)

Loss of local stores:

There were concerns that the merger could result in the closure of some grocery stores, particularly in smaller communities, which would be a significant loss for those who depend on those stores for basic necessities. [@](#)

Reduced consumer choice:

Some Alaskans believed the merger would limit their options, as there would be fewer grocery store chains competing in the market. [@](#)

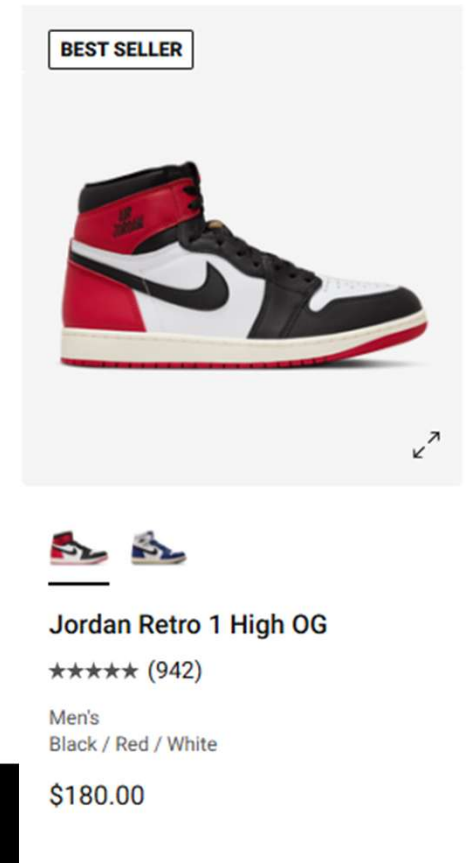
Public opposition and advocacy:

The Alaska Public Interest Research Group, along with state and federal representatives, actively lobbied against the merger, voicing these concerns to the Federal Trade Commission and the courts. [@](#)

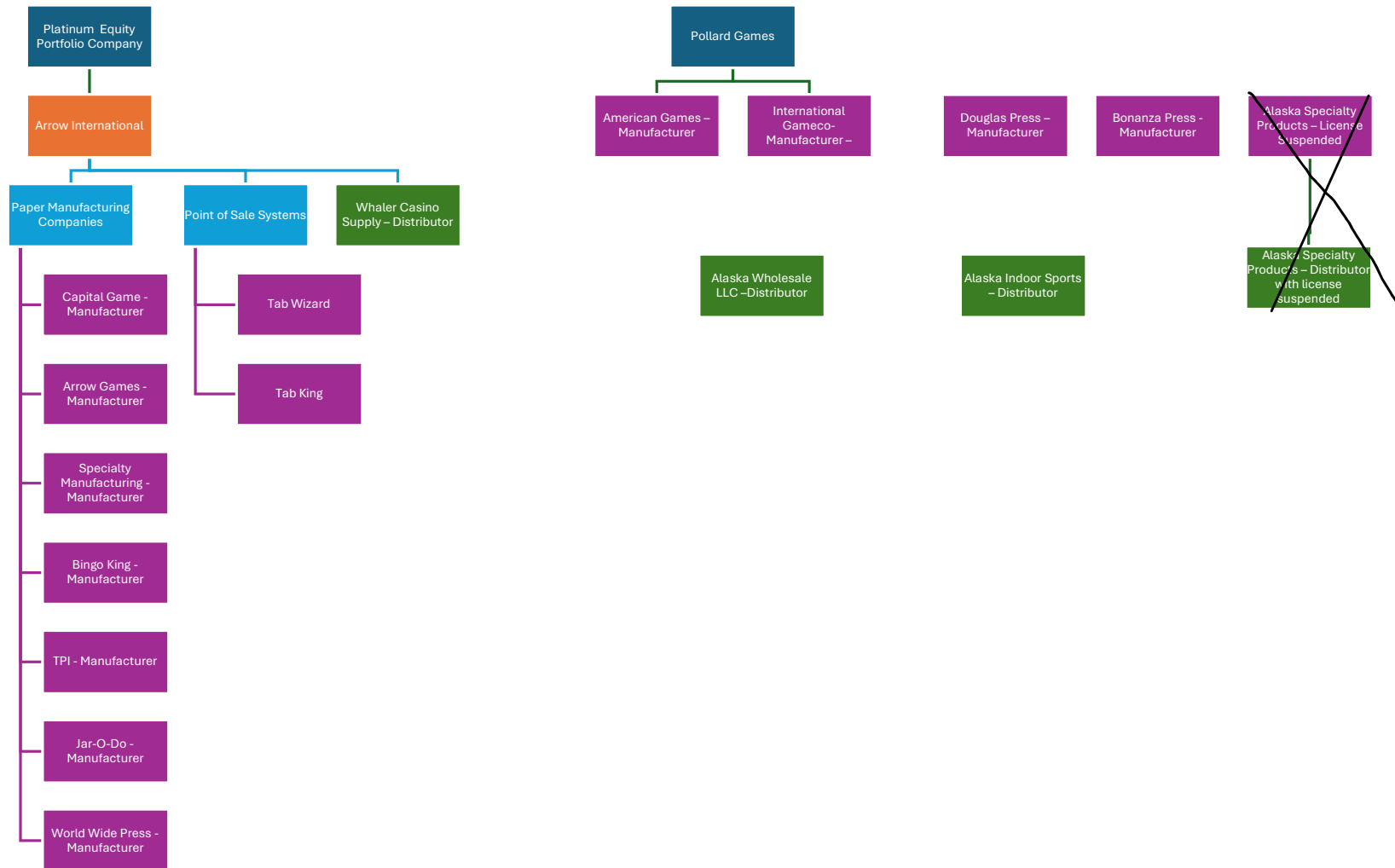
Limited competition = big prices

One of the distributors opposed to the sell all pointed out that Nike doesn't have to sell to all distributors. He makes the point of why we must have a sell all. Nike produces a shoe for \$30 and sells it for \$180!

When we talk about maximizing revenue for the nonprofits, we must have competition to force prices down.



Alaska Pull-tab Supply Chain



Mr. Gallagher. AK Dennis Gallagher
 Lu Hecrage.
 L. Wase - Bill
 I called Bill Wickertman and told him she was getting a distributorship + that I was not going to sell ~~any~~ her any arrow related products.
 He said the (they) Arrow person were concerned + they would be pleased.
 "Rumor" -
 Lost order
 Subsequently Lina got the AK distributorship a few weeks later and I called Bill to let him know + place an order. I honored that 2009 agreement to this very day. No Arrow products were ever sold to any AK Distributor since the Whelan 2009 sale.
 Didn't know why -
 Call you which I did.
 Rumor - Let Corp know - information wasn't true
 Get me sent to - I will call AK
 Conclusion - State Police - "Stolen Game"
 I will When do I go from here to have AK dist. dist.
 contact suspension lifted. - Who can ~~be~~ lift the suspension.
 AK Gaming we visit to Cleveland. & go back to my
 for vertical we care original agreement
 I am concerned Non Profits - AK Senate 1992 - 1992
 Calculating - Ant of Business loss of John
 Credit - good
 Val - ok - Specialty / Unpaid Mfg.
 20 Yrs in Business Can't hire a Veteran. / I am a vet.

These are writing from my dad from months before he passed away to ensure that I had documentation of what had happened and to help ensure that we made changes so it can't happen again.

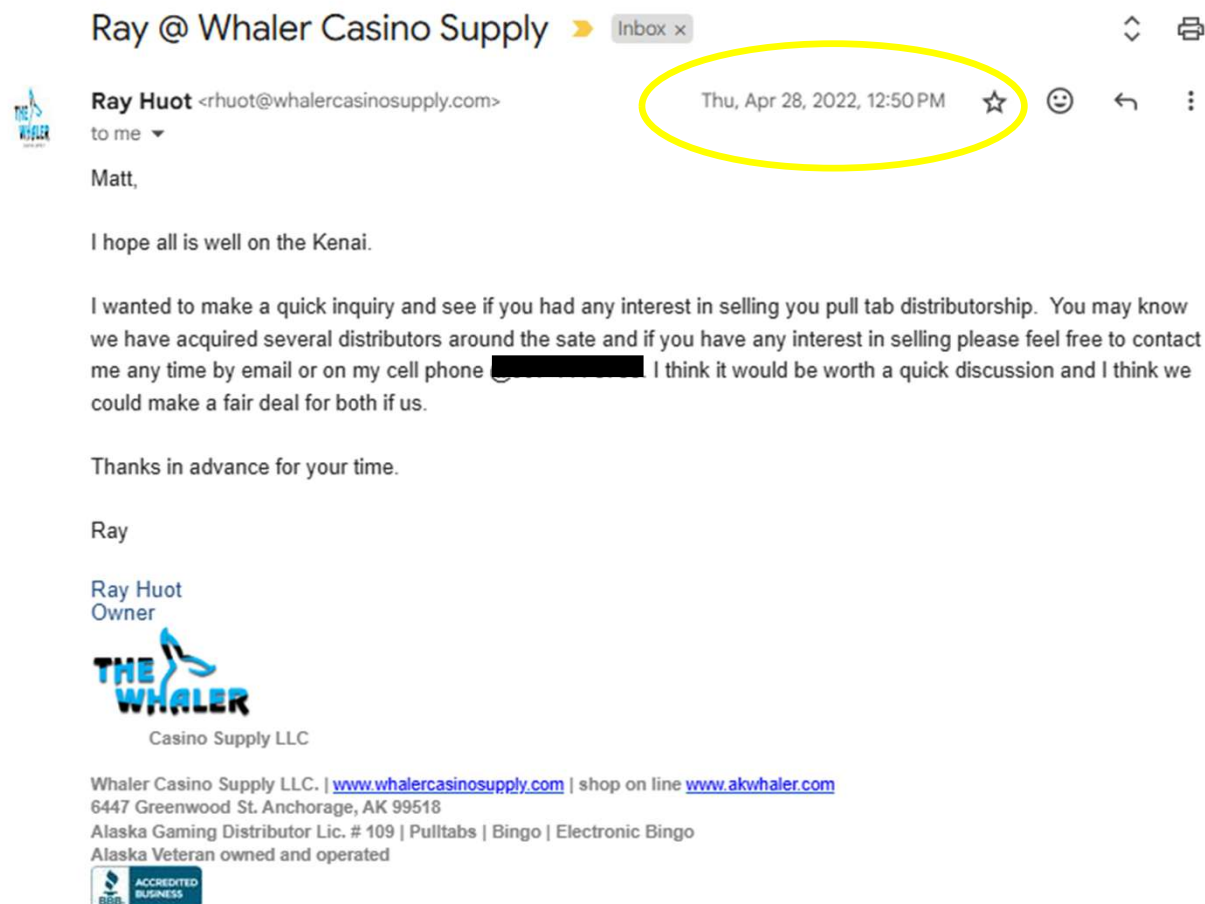
- Manufacturers have worked with certain Alaskan distributors to restrict competitor Sales
- Two Manufacturers worked with Distributors to stop selling pull-tabs to Paul Fischer, the owner of Alaska Wholesale Distributors
 - Paul's prices were low
 - They falsely believed Paul sold their product to another distributor (which is legal) and they did not want that distributor to be competitive with the other Anchorage distributors
- Paul sought a legal opinion-
 - Based on the facts that you have described, it appears very likely that one or more of your suppliers of pull-tab games have breached Alaska law by refusing to sell the games to you anymore. At a minimum, they would appear to have violated Alaska law against monopolies and the restraint of trade (AS 45.50.562). By refusing to sell to you, they are reducing lawful competition for the product, as well as restraining intrastate trade and commerce. Further, depending on the circumstances, they may have also violated the same laws against forming a combination or conspiracy to effectuate the same purpose.

Why an Electronic Gaming bill in 2025

- Paul had been selling these manufacturer's games for 20 years
 - His customers depended on the games as staple games
 - He was forced to buy from an Anchorage distributor if he wanted the same games (at higher prices)
 - Eventually that Distributor also refused to sell the games because he was not making enough off the transfers
- He was told by one of the manufacturers – you can sue us, but we have more attorneys than you
- It was suggested by one of the companies that he sell his company to one of the Anchorage distributors
 - The company offered a price that was unrealistically low and wanted him to finance the sale.
- Through this strategy manufacturers and the large distributors have eliminated most of the Distributors
 - One of the distributors disputes this. We believe it to be true.
- More distributors means more competition and lower prices
 - Our games often are priced 25% lower than the competitors for the exact same game
- The other two distributors called me a few weeks ago and asked if I really wanted to support this since it would mean more distributor competition. My answer was yes.
- **North Dakota and Minnesota both have laws that manufacturers must sell to all distributors**
 - **Some manufacturers get around the law by saying games are exclusive – the electronic gaming bill in 2025 needs to address their ways around the law**

It is my belief that Arrow was already in talks to purchase the Whaler when this inquiry was made.

This would have left only two distributors in the state.



Exclusive Games! Can you spot the difference?



209AA an exclusive game



209BB an open market game

The game on the left is an exclusive game that we are not allowed to purchase.

The only difference is that it has additional tickets added to it to lower the payout percentage.

Not all are this similar, but many are.

Our fears

- That SB 170 will get taken hostage by out of state manufacturers that are putting their investors' needs above those of Alaskan nonprofits.
- That vendors and operators will look at each other as competition instead of working together to ensure more opportunities for the nonprofits
- That the bill will be changed to a point where Etabs will be allowed, but restricted to a point that they cannot succeed
- That a manufacturer will change the bill to allow gifting (bribes) so that they can buy the market
- That a manufacturer changes the bill so that they are allowed to also be a distributor allowing that manufacturer to control the Alaska market
- That nonprofits' needs will not be prioritized due to the large number of lobbyists
- That key ingredients will be pulled out of the bill without the understanding of all the little pieces are what has made gaming so successful in Minnesota

Our hopes

- That SB 170 gets passed this session.
 - This will mean a near doubling of income to the nonprofits with no additional overhead
 - A delay means the loss of nearly \$75 million in revenue
- Minimal changes to the original bill (with changes introduced by Senator Bjorkman)
 - This is a very complicated topic, and a small change can lead to major implications
 - Few people have the experience to see how a change in one section can throw off the balance of the whole bill
 - The bill in its original form balances the needs of all parties. It will “raise all ships”.