

Break Open Ticket Program Management Alliance



2004 Annual Report

www.botpma.com

Table of Contents

- Mission Statement
- Ontario's Break Open Ticket Industry
- BOTPMA Membership
- 2003 – 2004 BOTPMA Executive
- Executive Reports
 - ☞ President's Report
 - ☞ Treasurer's Report
 - ☞ Education Report
 - ☞ Ethics Report
 - ☞ Innovation Report
 - ☞ New Ticket Committee Report
 - ☞ Outreach Report
 - ☞ Executive Director's Report
- Contact Us

Our Mission

The Break Open Ticket Program Management Alliance is a professional association of entrepreneurs whose members provide fundraising products, services and leadership for the charitable gaming industry in Ontario.

Adopted April 22nd, 1999

Ontario's Break Open Ticket Industry

Founded in 1993, the Break Open Ticket Program Management Alliance (BOTPMA) is one of the partners in Ontario's charitable break open ticket (BOT) industry. BOTPMA is the professional association that represents the registered suppliers of break open tickets and services to Ontario's charitable gaming sector.

Ontario's BOT industry is a unique combination of private sector firms providing quality products and services to charitable and not-for-profit organizations across Ontario. The Alcohol and Gaming Commission of Ontario (AGCO), an independent crown agency of the Government of Ontario, and municipalities, regulate the industry. The AGCO regulates all aspects of the industry under the authority of the *Gaming Control Act*, 1992.

Ontario is one of the largest charitable gaming jurisdictions in North America. It is estimated that Ontario's BOT industry will generate approximately \$450 million in gross sales in 2003.

Break Open Tickets (BOTs) provide unique benefits in communities across Ontario by supporting the work of thousands of charitable and not-for-profit organizations. Unlike government sponsored gaming such as casinos and slots, proceeds of BOT sales **remain** in our communities and support the work of worthy **local** charitable and not-for-profit organizations.

As an example, over the past twelve years volunteer hospital auxiliary associations in some 146 hospitals in communities across Ontario have raised over \$30 million from the sale of break open tickets. The proceeds have been used to purchase hospital equipment, fund research and support volunteer education in each community as well as contributing to the quality of health care received in these communities.

BOTs also serve to encourage and foster Ontario's volunteer sector. By providing funding for charitable and not-for-profit organizations, volunteer opportunities are created and enhanced in communities across Ontario. Volunteers across Ontario benefit through the opportunity to contribute to their community, gain new experience and share fellowship.

Ontario's BOT industry consists of a number of partners who play a significant role in the industry.

Ontario's BOT Industry Continued

Charitable / Not-for-profit Organizations

Under the Criminal Code of Canada, only charitable and not-for-profit organizations can profit from gaming. In Ontario, charitable and not-for-profit organizations are licensed to conduct and manage BOT events and receive a guaranteed percentage of the gross profits.

Manufacturers of Break Open Tickets

Currently, two manufacturers are under contract with the Alcohol and Gaming Commission of Ontario (AGCO) to supply BOTs to the Ontario market.

Bazaar & Novelty of St. Catharines manufactures BOTs for sale in all third party (retail) locations. Specialty Print, also of St. Catharines, manufactures tickets exclusively for sale in bingo centres and charity-owned premises. These firms were selected as a result of a request for proposal issued by the AGCO in August of 1997.

Gaming Equipment Suppliers

Gaming Equipment Suppliers are registered with the AGCO, and are permitted to distribute BOTs to charitable and not-for-profit organizations across Ontario. Gaming Equipment Suppliers purchase unimprinted stock from manufacturers, imprint licence numbers, and track the serial numbers of BOTs sold to charitable and not-for-profit organizations. In 1996, the AGCO, in consultation with BOTPMA, established a series of Standards for Gaming Equipment Suppliers that ensure the integrity of the supply of BOTs.

Gaming Services Suppliers

Gaming Services Suppliers are registered with the AGCO and provide a variety of professional services to charitable and not-for-profit organizations. Gaming Services Suppliers seek out potential retail locations on behalf of charitable and not-for-profit organizations, and provide a series of administrative services. In 1996, the AGCO, in consultation with BOTPMA, developed a series of Standards for Gaming Services Suppliers that established minimum standards for reporting and accountability.

Ontario's BOT Industry Continued

Gaming Assistants

Gaming Assistants are registered with the AGCO and work with Gaming Services Suppliers and Gaming Equipment Suppliers. Gaming Assistants provide sales services and undertake a number of administrative functions on behalf of charitable and not-for-profit organizations. All Gaming Assistants are investigated by the AGCO prior to registration to ensure the integrity of the industry.

Break Open Ticket Sellers

Also known as third party locations, break open ticket sellers are the thousands of retail locations that sell BOTs on behalf of charitable and not-for-profit organizations in Ontario. These sellers are registered with the AGCO and are investigated prior to being registered to ensure the integrity of sales. There are approximately 6,000 registered BOT Sellers across Ontario.

Municipalities

Municipalities provide the first level of regulation of the industry by issuing licenses to charitable and not-for-profit organizations to sell Break Open Tickets within their boundaries. Municipalities determine the eligibility of organizations, issue lottery licenses and are responsible for scrutinizing reports submitted by organizations upon completion of sales. This authority is delegated by the AGCO to municipalities.

Alcohol and Gaming Commission of Ontario

The Alcohol and Gaming Commission of Ontario (AGCO) is an independent crown agency of the Government of Ontario responsible for administering the *Liquor Licence Act*, 1990, and the *Gaming Control Act*, 1992. The AGCO reports to the Government of Ontario through the Minister of Consumer and Business Services. In partnership with the industry, the AGCO establishes the rules and regulations that govern the BOT industry, including registration of suppliers, enforcement of regulations and policy development.

Ontario's BOT Industry Continued

Strategic Working Group for Break Open Tickets

BOTPMA is a member of the Strategic Working Group for Break Open Tickets that was formed in the fall of 2001. Members of the Strategic Working Group include the Ontario Charitable Gaming Association (OCGA), Registered Gaming Suppliers of Ontario (RGSO), Commercial Gaming Association Ontario (CGAO) Bazaar & Novelty, and Specialty Print. The Alcohol and Gaming Commission of Ontario facilitates the Strategic Working Group's discussions.

By working together with our charity, industry and government partners, we have a unique opportunity to bring about meaningful, positive change to our industry that will benefit all partners. Prior to the official launch of the Strategic Working Group, an industry vision was adopted by all partners that guide the discussions.

Each member of the Strategic Working Group has identified the priorities of their respective organization and the Strategic Working Group has developed an overall industry priority list that reflects the needs of each partner

The Strategic Working Group has a mandate to:

- To continually develop strategies and initiatives in support of the break open ticket strategic directions that have been approved by all partners.
- To provide a forum for the provincial associations involved in the break open ticket program in Ontario to discuss break open ticket and related issues, as well as provide advice to the AGCO on existing and proposed policies.
- To act as a channel through which members of the various associations can access information and provide input with respect to future plans and strategies.

BOTPMA Membership

As of May 1st, 2004, the following registered Gaming Equipment Suppliers and registered Gaming Services Suppliers are Members of the Break Open Ticket Program Management Alliance:

- Arrow Games Inc., Brantford
- Bazaar & Novelty, St. Catharines
- Bazaar Marketing, St. Catharines
- Bingo Pro, Sudbury
- Callaghan Distribution, Frankford
- Cedar Island Sales and Service, Kingston
- Hitch Gaming Services, Barrie
- HLM Enterprises, St. Catharines
- Hospital Auxiliaries Association of Ontario, Toronto
- Infoplac Ticket Centres Ltd., North York
- Mister Nevada (Kitchener/Waterloo) Ltd., Kitchener
- Mister Nevada / Fund Time Games, Strathroy
- Nevada Plus, Timmins
- Nevada Ticket Services Inc., St. Catharines
- North Bay Nevada, North Bay
- Party Novelties (Sudbury), Sudbury
- Play-All (Ontario), Mt. Brydges
- SC Promotions & Printing, Brockville
- Stephen Robert Culig, Tillsonburg

2003 – 2004 BOTPMA Executive

On May 9th, 2003, the membership of BOTPMA gathered and elected the following individuals to serve on the BOTPMA Executive for 2003 - 2004:

Name	Position	Firm
Marie Kordos	President	HLM Enterprises
Terry Jarrell	Vice-President	Bazaar & Novelty
Scott Wallace ¹	Secretary	The Gaming Guys
Brenda Custance	Treasurer	Play-All (Ontario)
Ron Callaghan	Past-President	Callaghan Distribution
Mark Newman	Communications Director	Arrow Games
Jack Thomson	Ethics & Education Director	Cedar Island Sales & Service
Ron Vanderlip	Industry Standards Director	Nevada Ticket Services
Doug Burke	Membership Director	Bingo Pro

¹ On January 16, 2004, Scott Wallace submitted his resignation as Secretary of BOTPMA. The BOTPMA Executive appointed Rick Sleaver, Executive Director, as Acting Secretary (non-voting) on February 20, 2004, for the remainder of Scott Wallace's term.

In June of 2003, the BOTPMA Executive approved a realignment of the Director's portfolios to better reflect BOTPMA's priorities. As result, the following positions were created (Director's Name in italics):

- Director of Education (*Doug Burke*)
- Director of Ethics (*Jack Thomson*)
- Director of Innovation (*Ron Vanderlip*)
- Director of Outreach (*Mark Newman*)

The BOTPMA Executive further appointed Glen Ellsworth of Bazaar Marketing as Chair of the New Ticket Committee.

BOTPMA Presidents

Name	Term	Firm
Craig Hurst	1994 – 1995	Health Promotion Strategies
Terry Sisson	1995 – 1996	Sisson Marketing
Ron Callaghan	1996 – 1997	Callaghan Distribution
Marie Kordos	1997 – 2004	HLM Enterprises

President's Report

Welcome to the 2003 – 04 Annual Report! It is my pleasure to present my seventh report as President to the Members of the Break Open Ticket Program Management Alliance.

As I reflect back over the past year, I cannot help but think about the challenging business environment that our Members operate in. Sales of break open tickets have continued to decline, although some of our Members have reported that sales appear to have bottomed-out and some report small increases. The costs of shipping, insurance and other costs of doing business continue to increase and ultimately affect the bottom line of all Members.

Notwithstanding the challenges of the past year, there have been some successes that I can point to including:

- After many, many years of discussions, we have finally resolved the \$200 BOT Seller's issue through the announcement at our 2003 Annual Meeting of the performance incentive for retailers.
- We were successful in creating additional flexibility for charities to expense BOT dispensers.
- We were successful in creating a BOT Development Fund that will help to fund industry initiatives.
- Through significant efforts on the part of the Executive and Membership, we have finally resolved the BOT Seller / Gaming Assistant with a clear communication from the AGCO in early 2004.
- We have established a clear process for dealing with ethical complaints amongst Members of BOTPMA.
- Working with our industry partners, we have been successful in moving forward with a number of pilot projects that will test regulatory changes that BOTPMA has been seeking for many years including single licence model and posting of claimed winners. In addition, we will have the opportunity to test some new BOT games without the requirement to imprint licence numbers and charity identification.
- An extensive amount of work is taking place on important issues to the BOT industry including BOT manufacturing, new, innovative games and further changes to the regulatory environment.

- We have continued to build positive relationships with our industry partners including the Alcohol and Gaming Commission of Ontario, Ontario Charitable Gaming Association, Commercial Gaming Association Ontario, and Registered Gaming Suppliers of Ontario.

These relationships are already providing benefits to our organization and we look forward to building stronger relationships as we move forward. Together, we can accomplish great things.

As we move forward into the next year, one of the major issues on our agenda will be the ongoing ethical issues amongst our Members and within the broader BOT industry. Under the leadership of Jack Thomson, Directors of Ethics, BOTPMA has taken a strong position on the Gaming Assistant / BOT Seller issue, however, much work remains to be done on ethical issues.

As an industry, we need to deal effectively and professionally with ethical issues amongst our Members and the broader BOT industry. Ontario's BOT industry is built on the foundation of healthy competition amongst suppliers. This competition drove the industry to its heights in the mid 1990s and continues to drive the industry today. However, we must ensure that we compete in an open and honest way that protects the integrity of the industry and its stakeholders.

I encourage all BOTPMA Members to uphold our Code of Ethics at all times and demonstrate leadership in this important area.

This past year marked significant changes within the leadership of the regulatory sector of our industry. In April, the former CEO of the Alcohol and Gaming Commission of Ontario, Duncan Brown, assumed the position of CEO of the Ontario Lottery and Gaming Corporation.

Jean Major, the former Registrar of the Gaming Control Commission and former Executive Director of the Ontario Racing Commission, was appointed Chief Operating Officer and Registrar of the Alcohol and Gaming Commission of Ontario.

We wish Duncan Brown the very best in his new position and we look forward to working, once again, with Jean Major.

As the year comes to an end, I want to acknowledge the support, dedication and hard work of the members of your 2003 – 04 Executive. Collectively, they contribute hundreds of hours to BOTPMA and I thank them for their leadership role.

I also wish to thank Rick Sleaver, our Executive Director, for his guidance, assistance and support to all of us in BOTPMA. We are very fortunate to have him represent us in our industry.

It has been my privilege to serve as your President for the past year and I look forward to working with all Members for the betterment of our industry in the years to come.

Marie Kordos
President

Treasurer's Report

Break Open Ticket Program Management Alliance Profit & Loss April 2003 through March 2004

	<u>Apr '03 - Mar 04</u>
Ordinary Income/Expense	
Income	
Manufacturer's Fees	90,000.00
Membership Fees	3,300.00
Total Income	<u>93,300.00</u>
Expense	
Bank Services Charges	543.36
Catering	2,703.53
Conference Registrations	946.71
Executive Accommodation	1,369.55
Executive Director Accommodatio	633.34
Executive Director Services	75,000.00
Executive Director Travel	1,950.20
Executive Travel	2,258.56
Floral Tributes	147.21
Meetings Expense	1,097.12
Memberships	119.00
Office Supplies/Printing	259.33
RGSO Golf Sponsorship	250.00
Telephone	1,390.98
Web Site Hosting	341.85
Total Expense	<u>89,010.74</u>
Net Ordinary Income	<u>4,289.26</u>
Net Income	<u><u>4,289.26</u></u>

Break Open Ticket Program Management Alliance
Balance Sheet
As of March 31, 2004

	<u>Mar 31, 04</u>
ASSETS	
Current Assets	
Chequing/Savings	
BOTPMA Savings Account	11,065.00
ScotiaBank Chequing Account	8,485.16
Total Chequing/Savings	<u>19,550.16</u>
Accounts Receivable	
Accounts Receivable	7,918.00
Total Accounts Receivable	<u>7,918.00</u>
Total Current Assets	<u>27,468.16</u>
TOTAL ASSETS	<u><u>27,468.16</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
GST Payable	497.61
Total Other Current Liabilities	<u>497.61</u>
Total Current Liabilities	<u>497.61</u>
Total Liabilities	497.61
Equity	
Opening Bal Equity	22,094.01
Retained Earnings	587.28
Net Income	4,289.26
Total Equity	<u>26,970.55</u>
TOTAL LIABILITIES & EQUITY	<u><u>27,468.16</u></u>

Please note that these statements are not audited.

Brenda Custance
Treasurer

Education Report

In 2003, the BOTPMA Executive created a separate position of Director of Education to focus on the development of an educational program for Gaming Assistants working in the BOT field. As Members will recall, education was one of the items that we identified in our 1999 Strategic Plan.

During the course of 2003, work began on an education program that our Members could use to help train the Gaming Assistants that work for them. Our hope is that such a program could become mandatory for all Gaming Assistants registered in Ontario.

The advent of the BOT pilot projects significantly affected the work on the education program, however, our hope is that we can re-focus energy on this important task in 2004 – 05.

Doug Burke
Director of Education

Ethics Report

We simply cannot ignore the "Silent Saboteurs". We are aware of those who ignore the Government of Ontario's policies and regulations and our Break Open Ticket Program Management Alliance "Code of Ethics" and "The Bill of Ethics" approved May 18th, 1994 and on February 7th, 1997 respectively. The "Silent Saboteurs" must be stopped at all levels of our industry.

So how do we combat the "Silent Saboteurs"?

Generally, there are two governing principles in effect here:

- a. People tend to do what they think management wants them to do. They live up to those expectations as they perceive them; and
- b. They identify through their work environment and culture what they think it takes to be successful and then move towards it. This is basic human nature. We all try to understand what we are being paid for.

Both of these principles are so strong that even good employees are sometimes tempted to follow them even if it means violating their basic understanding of what is right and what is wrong. We must take an active personal role in making our Members and others within our industry aware of the high standards so that all Members fully understand how our industry should define its expectations of right and wrong. Self-serving people who allow this type of environment to exist, and those who use short cuts, compromises and half-truths to achieve near-term gains, are destructive to our industry.

Total quality charity and customer satisfaction can exist only within a relationship of high integrity and trust. Integrity is vital to our leadership with one another and to every prudent business decision. The trust and respect of all people cannot be purchased. It must be earned and earned over a long period of time.

Good company policy does more to protect than prohibit. When you think about it, company rules are designed for the benefit of everyone. Some of these rules are considered conditions of employment. Whatever the reason for our decision to accept a job, in doing so we automatically enter into a give-and-take relationship. Even loyal, conscientious employees sometimes violate company policy without realizing it. That's why companies working in our industry must strive to define and communicate clear and appropriate rules of conduct, while maintaining the degree of flexibility necessary for a creative, positive working environment.

Our industry's reputation for integrity, honesty, fairness, candour and respect in all of our business dealings must prevail! That reputation is a priceless asset. A

large part of the pride we all feel in working in our industry comes from knowing that we are respected for our Ethical behaviour.

The trust and respect of the charities, gaming services suppliers, gaming equipment suppliers, customers, competitors and the general public are assets that cannot be purchased. This is why all of our business actions must be conducted according to the highest ethical, moral and legal standards.

Each of us has the right to expect our industry members to conduct their business in accordance with these high standards of performance. Those of us who are in positions that directly influence policy and leadership carry a greater responsibility towards setting and meeting these standards.

Gaming industry members must create, build and market quality products and service in order to satisfy the charity's gaming requirements.

Jack Thomson
Director of Ethics

Innovation Report

Often we feel the wheels of change are moving too slow, but considering the current complex nature of our industry and the accountability needs for all stakeholders, progress has been made and will continue. This past year the industry has seen several significant, positive changes, driven by BOTPMA's Members.

- ✓ The charity licensees now have an option of paying a third party retailer an annual sales incentive of \$200. This new option provides the Licensee a minimum assurance of sales and a tool in developing new BOT business.
- ✓ Allowing the Charity Licensees the option of expensing 1.5% of the gross sales toward a BOT Dispenser.
- ✓ A year ago, many of our Members serving the City of Toronto had the unusual dilemma of having a shortage of charity licensees to satisfy the number of retail establishments wishing to sell BOTs. The City of Toronto now approves the issuance of additional licenses to a charity permitting additional retail locations and additional revenues for the charity licensee and other stakeholders.

Our Members are finely tuned to environmental and competitive changes in the market and quick to respond. Of recent, there has been a burst of activity where registered BOT sellers have also been enlisted as Gaming Assistants, providing that BOT Seller/Gaming Assistant and their respective Gaming Services Supplier an unfair competitive advantage in the market.

BOTPMA's quick response and proactive approach to this activity initiated a quick response from the Alcohol & Gaming Control Commission of Ontario (AGCO). The AGCO clearly outlined "the practice of registering the owner or an employee of a Break Open Ticket Seller as a Gaming Assistant is clearly not permitted".

Moving forward, the future holds the opportunity to pilot several projects including the single licensing model, tabled many years ago but still seen as the pivotal tool to quickly introduce new BOT game types to the marketplace. This coupled with other BOTPMA initiated pilots will see a resurgence of BOT sales and gain for the gaming entertainment dollar.

BOTPMA's proactive involvement with all the industry stakeholders truly keeps the wheels of the industry turning. The charity licensees we provide our services and product to, are the beneficiaries of our efforts in sustaining and maintaining gaming as a cost effective fundraiser.

Without BOTPMA, the industry would soon be mired by red-tape impeding all Gaming Services and Equipment Suppliers and ultimately charities.

Ron Vanderlip
Director of Innovation

New Ticket Committee Report

I am pleased to report on the activities of the BOTPMA New Ticket Committee for the 2003 – 2004 year.

The BOTPMA New Ticket Committee was formed to provide advice and guidance to Bazaar & Novelty from our Members on new ticket designs and concepts.

The Committee met four times throughout the course of 2003– 2004 with representatives from Bazaar & Novelty. I wish to acknowledge the support of the committee members including Doug Burke, Stephen Culig, Pryce Goulding, Terry Jarrell, Denis Mongeon, Ron Vanderlip, Scott Wallace and our Executive Director Rick Sleaver. I also want to thank Ian Bright, Kent Kraemar and Lori Frick from Bazaar & Novelty for their participation and support in facilitating the calls.

During the course of the year, the Committee reviewed a number of possible new ideas and games from Bazaar & Novelty and promoted the introduction of *Bonus 6's* in two different payouts, *Loaded 7's* and provided feedback on the Christmas 2003 offerings for the third party sector. The *Bonus 6's* game featured a six window configuration offering players an additional pull and chance of winning. This feature was positively accepted in the marketplace.

The challenges of our current licensing model in third party locations continually hampered the New Ticket Committee's discussions and opportunities for innovation. A new, single licensing model is needed to allow the third party market to expand its offering of new games with different payouts and price points to interest our customers. The current model whereby multiple licenses are required is time-consuming and has a number of risks associated with it for all stakeholders.

The New Ticket Committee looks forward to the pilot project for single licence with the hope that this innovation can be rolled out on a permanent basis. This innovation will provide the industry with an important tool to drive new sales and respond to customer needs.

Glen Ellsworth
Chair, New Ticket Committee

Outreach Report

The Director of Outreach's position was created in June of 2003 to include the former Communications and Membership Director's portfolios. As part of the new portfolio, the Director of Outreach works to foster BOTPMA's relationships with our external industry partners, municipalities and potential new Members.

At the 2003 Annual Meeting, we were pleased to welcome two new Members, Bazaar & Novelty and Hitch Gaming Services, expanding BOTPMA's overall membership to 21 Members. Over the past year, we have had communications with several potential new members and we expect that our membership may grow by a couple of Members for 2004– 05.

As part of our continued outreach efforts, BOTPMA joined the Association of Municipal Clerks, Treasurers and Managers of Ontario (AMCTO) as an associate member in an effort to improve our links with local regulators. We will continue to pursue opportunities to work with municipalities at all levels.

Over the past year, our web site continues to receive a significant number of hits and we generate a number of inquiries from licensees looking for information on how to get involved in BOTs, enforcement issues, general inquiries about the industry, etc. Inquiries about enforcement issues are always directed to the local municipality or the AGCO. Other inquiries are directed to our listing of Members on the web site and are encouraged to contact one of our Members for further information. We have been quite successful in getting our web site listed in the various Internet search engines and when one types in 'break open tickets', our site is prominently featured.

Our web site also provides significant resources for BOTPMA Members in the Member Area and we encourage Members to make use of this important resource. As always, we are looking for suggestions and feedback on what information you would like to see on our web site. Please don't hesitate to forward suggestions, etc. to our Executive Director, Rick Sleaver.

In order to ensure that our Member Area remains secure and for the benefit of Members only, we will be issuing new login information for all Members after the May Annual Meeting.

Our communication with Members continues to grow through the regular issuance of Member Bulletins and other communications. We endeavour to communicate as regularly as possible with information that is timely and topical to Members. As always, your suggestions and comments are welcome on our Member communications.

It has been my pleasure to serve as the first Director of Outreach. We welcome your comments and suggestions on how we can improve our communications to both Members and our external stakeholders.

Mark Newman
Director of Outreach

Executive Director's Report

It is a pleasure to report to the Members of BOTPMA on my third year as your Executive Director. I want to express my sincere appreciation to President Marie Kordos, the members of the Board of Directors and all Members for their ongoing support for the past year.

Over the past year, the BOT industry experienced the first positive changes in a number of years with the announcement at our 2003 Annual Meeting of a series of changes that our Members sought for many years. While this was a positive development, there is much more work to be done in the coming year as we move to bring about significant change to our industry.

As Members are aware, we are poised to launch a series of pilot projects to test some key changes to the Break Open Ticket Terms and Conditions including a single licence model, posting of unclaimed winners and the opportunity to test some new BOT products without the requirement for imprinting.

Our goal with these pilot projects is simple: to test the effectiveness of these changes in driving new sales in third party and own premises locations.

Upon the conclusion of the pilot projects, the BOT Working Group will make recommendations to the Alcohol and Gaming Commission of Ontario on a permanent rollout of these changes.

The other area that we will be examining is the revenue model for break open tickets, particularly in third party locations. The current model allows little flexibility for innovation in new ticket types and will create serious challenges to reporting under a single licence model. As part of our recommendations, the BOT Working Group will be looking at ways that the revenue model can be reformed to make it flexible while ensuring that it meets the needs of all stakeholders. Recommendations with respect to the revenue model will be made in consultation with all Members and our industry partners.

I want to take the opportunity to express my sincere appreciation to our industry partners – Ontario Charitable Gaming Association, Commercial Gaming Association Ontario, Registered Gaming Suppliers of Ontario, Bazaar & Novelty and Specialty Print. Together, we have worked hard and developed the BOT pilot projects that have the support of all stakeholders in the BOT industry. This is likely a first in our industry!

I look forward to a most successful pilot project!

Rick Sleaver
Executive Director

Contact Us!

For more information on the Break Open Ticket Program Management Alliance, please contact:


Rick Sleaver


Executive Director
BOTPMA

803 – 345 Dufferin Street


Toronto, Ontario

M6K 3G1

 (416) 535 8242

 (647) 439 1601

 rick@botpma.com

 www.botpma.com