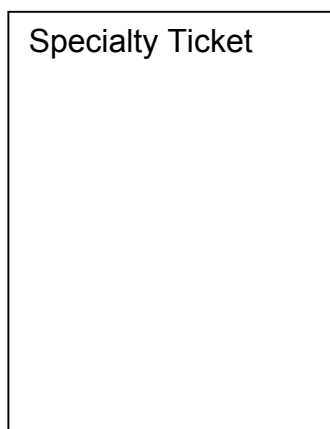


Break Open Ticket

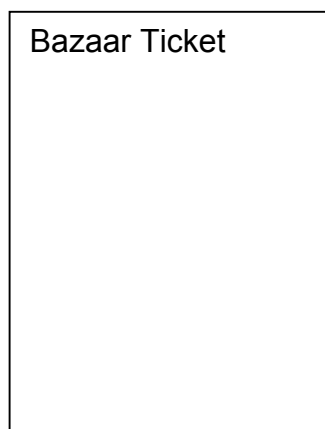
Program Management Alliance

2000 Annual Report

Specialty Ticket

A rectangular box with a thin black border, containing the text "Specialty Ticket" at the top. The rest of the box is empty, serving as a placeholder for a specialty ticket.

Bazaar Ticket

A rectangular box with a thin black border, containing the text "Bazaar Ticket" at the top. The rest of the box is empty, serving as a placeholder for a bazaar ticket.

www.botpma.com

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Break Open Ticket Program Management Alliance

Mission Statement

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 key partners in Ontario's Break Open Ticket (BOT) industry. BOTPMA is the professional association that represents the suppliers of Break Open Tickets and services.

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 industry is regulated by municipalities, and the Alcohol and Gaming Commission of Ontario (AGCO), an independent crown agency of the Government of Ontario. The AGCO regulates all aspects of the industry under the authority of the *Gaming Control Act*, 1992, and the Criminal Code of Canada.

Over the past five years, Ontario's BOT industry has grown by leaps and bounds, making it one of the largest charitable gaming jurisdictions in North America. The National Association of Fundraising Ticket Manufacturers estimated that in 1995, sales of BOT's in Ontario reached a record \$1.2 billion and generated in excess of \$120 million for charitable and not-for-profit organizations across Ontario.

Break Open Tickets (BOT's) provide unique benefits in communities across Ontario. BOT's support the work of thousands of charitable and not-for-profit organizations across Ontario. Unlike government sponsored gaming such as casinos and slots, proceeds of BOT sales **remain** in our communities and support worthy charitable and not-for-profit organizations. BOT's also provide employment opportunities, including directly and indirectly supporting some 50,000 jobs across Ontario in manufacturing facilities, suppliers, distributors, municipalities, and retail locations.

BOT's 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 by providing them with 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:

- **Charitable / Not-for-profit Organizations**

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

Ontario's BOT Industry Continued

- **Manufacturers of Break Open Tickets**

Currently, two manufacturers are under contract with the Alcohol and Gaming Commission of Ontario (AGCO) to supply BOT's to the Ontario market. At present, Bazaar & Novelty of St. Catharines manufactures BOT's for sale in all third party locations. Specialty Print, also of St. Catharines, manufactures tickets exclusively for sale in bingo halls 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 BOT's to charitable and not-for-profit organizations across Ontario. Gaming Equipment Suppliers purchase unimprinted stock from manufacturers, imprint licence numbers, and track serial numbers of BOT's 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 BOT's.

- **Gaming Service Suppliers**

Gaming Service Suppliers are registered with the AGCO, and provide a variety of professional services to charitable and not-for-profit organizations. Gaming Service Suppliers search out potential 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, established a series of Standards for Gaming Service Suppliers that established minimum standards for reporting, and accountability.

- **Gaming Assistants**

Gaming Assistants are registered with the AGCO, and work with Gaming Service Suppliers and Gaming Equipment Suppliers. Gaming Assistants provide sales services, and undertake the 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.

Ontario's BOT Industry Continued

- **Break Open Ticket Sellers**

Also known as third party locations, break open ticket sellers are retail locations that sell BOT's 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 13,000 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 eligibility of organizations, 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 Commercial Relations. In partnership with BOTPMA, the AGCO establishes the rules and regulations that govern the BOT industry, including registration of suppliers, enforcement of AGCO regulations and policy development.

A key partner in the BOT industry, BOTPMA represents registered Gaming Equipment Suppliers and Gaming Service Suppliers.

BOTPMA Membership

As of May 1st, 2000, the following registered Gaming Equipment Suppliers and registered Gaming Service Suppliers are members of the Break Open Ticket Program Management Alliance:

- AGM Bingo and Nevada, Thunder Bay
- B.D.C. Consulting, Pickering
- Bazaar Marketing, St. Catharines
- Bingo Pro, Sudbury
- Callaghan Distribution, Frankford
- Campbell Marketing, Brantford
- Cedar Island Sales and Service, Kingston
- Century Management Group, Brantford
- D & B Consulting, Pickering
- Dr. Nevada, Toronto
- Ferris Beauchamp Inc., Ottawa
- Health Promotions Strategies, Burlington
- HLM Enterprises, Thorold
- Hospital Auxiliaries Association of Ontario, Bracebridge
- Innocent Entertainment Standards, London
- Infoplace Ticket Centres Ltd., North York
- Mister Nevada (Kitchener/Waterloo) Ltd., Kitchener
- Mister Nevada (Niagara) Inc., Thorold
- Mister Nevada / Fun Time Games, Strathroy
- Nevada Plus, Timmins
- Nevada Ticket Services Inc., St. Catharines
- Nevada Time, Barrie
- Party Novelties (Sudbury), Sudbury
- Play-All (Ontario), Mt. Bridges
- Pro Nevada Pull Tickets, North Bay
- Service Club Promotions, Lansdowne
- Stephen Robert Culig, Tillsonburg
- Ticketmania Sudbury, Sudbury

Board of Directors

On May 12th, 1999, the membership of BOTPMA gathered and elected the following individuals to serve on the BOTPMA Executive for 1999 - 2000:

Name	Position	Firm
Marie Kordos	President	HLM Enterprises
Ken Lilley	Vice-President	Ticketmania
Ron Shepard	Secretary	Mister Nevada Kitchener/Waterloo
Claire Vincent ¹	Treasurer	Bazaar & Novelty
Ron Callaghan	Past-President	Callaghan Distribution
Jack Thomson	Ethics & Education Director	Cedar Island Sales & Service
Terry Jarrell	Membership Director	Mister Nevada (Niagara)
Ron Vanderlip	Industry Standards Director	Nevada Ticket Services
Mike Tasso	Communications Director	Party Novelties (Sudbury)

¹ Claire Vincent resigned as Treasurer and was replaced by Tim Stuart.

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 – 2000	HLM Enterprises

President's Report

As I sit at my computer preparing this report for BOTPMA's 2000 Annual Report, I find that I am having mixed emotions. Without question, the break open ticket market in Ontario is still in a period of decline, and this is affecting all stakeholders in the industry. As our member Gaming Suppliers work with their charity and retail partners, they hear first hand about the reduction in sales and revenue. The frustration of charities is expressed in a number of letters from charities that are included as Appendix "A" of our Annual Report.

Our industry has gone through more than our share of dramatic changes in the past two years. The changes have not always had a positive impact on our businesses and the partners that we work with. The permanent casinos, the new charity casinos, racetrack slots, the 5% administration fee, and hospital restructuring to name but a few have significantly reduced our break open ticket sales.

However, I am very proud to say that despite all of this change, BOTPMA – your association - remains committed to positive change in this industry. I understand and share the frustration that our members feel at times, however, we cannot and will not give in to either defeatism or complacency.

With this in mind, let me share with you some of the positive things that have happened in our industry since our last Annual Report:

- BOTPMA has taken a leadership role amongst the members of the BOT Management Council that meets on a monthly basis. The Council includes representatives of the AGCO, Bazaar & Novelty, Retailers, the Association of Municipal Managers and the Association of Municipal Clerks and Treasurers of Ontario (AMCTO).
- A new \$0.50 game with a 2,380 ticket count and free tickets was launched into the market in June of 1999. On May 1st, 2000, a new \$1.00 game with top prizes of \$500 and \$1,000 will be launched as a pilot project in Sudbury, Sault Ste. Marie and Thunder Bay. Just recently, a new marketing concept was presented to the AGCO to include higher prizes in all \$0.50 games.
- BOTPMA has completed a proposal for a new BOT Lottery Report and Licence Application Form, which will open the door to new and improved BOT products. We are pleased to have worked on this proposal with AGCO and AMCTO representatives through the BOT Management Council.

- BOTPMA has initiated a New Product Committee, which will work with Bazaar & Novelty to provide for a larger variety of games for retail locations along with appropriate advertising and point-of-purchase materials.
- All members are facing the effects of the fuel surcharge and in particular the increased costs from our couriers and to our Gaming Assistants who travel around the province to meet their charity partners and retailers. We are currently drafting a position paper to be presented to the AGCO to address these costs for which we have no control over.

Your elected Directors on the BOTPMA Executive have dedicated more than their fair share of hours and have worked diligently on their projects. I sincerely thank them for their valuable work and strong commitment to our industry.

Throughout the past year, your Executive has remained positive and focused on building a more vibrant BOT industry in Ontario for the betterment of our members and our partners in this industry. I have no doubt that BOTPMA will continue to work with all partners and stakeholders on the task of building a strong BOT industry in Ontario.

I wish to thank all BOTPMA members for their support in yet another year of changes and challenges. It has been my honour to represent BOTPMA on your behalf.

Marie Kordos
President

Treasurer's Report

BOTPMA Balance Sheet		
At March 31st, 2000		
ASSETS		
	Petty Cash	\$0.00
	Bank - Scotiabank	\$11,695.83
	Accounts Receivable	\$9,640.00
TOTAL CURRENT ASSETS		\$21,335.83
TOTAL ASSETS		\$21,335.83
LIABILITIES		
	Accounts Payable	\$0.00
	GST Payable	\$0.00
	PST Payable	\$0.00
TOTAL CURRENT LIABILITIES		\$0.00
TOTAL LIABILITIES		
EQUITY		
	Retained Earnings	\$21,335.83
TOTAL BOTPMA EQUITY		\$21,335.83
TOTAL EQUITY		\$21,335.83
LIABILITIES & EQUITY		\$21,335.83

<i>BOTPMA Income Statement</i>	
<i>For the period ending March 31st, 2000</i>	
REVENUE	\$0.00
SALES	
Membership Dues	\$14,000.00
Advertising	\$0.00
TOTAL SALES	\$14,000.00
TOTAL REVENUE	\$14,000.00
EXPENSES	
OPERATING EXPENSES	
Photocopies	\$100.45
Telephone	\$1,043.37
Fax	\$417.14
Mileage	\$8,056.80
Postage	\$142.66
Hotel	\$2,858.04
Office & Supplies	\$415.95
Donations	\$200.00
Bank Charges	\$185.74
Sub-Contracting	\$0.00
Catering	\$2,384.87
Legal Fees	\$0.00
Consulting	\$7,874.27
TOTAL OPERATING EXPENSES	\$23,679.29
TOTAL EXPENSE	\$23,679.29
NET INCOME	-\$9,679.29

Tim Stuart
BOTPMA Treasurer

Ethics & Education Report

The year 1999 has seen a decrease in "Ethical Incidents". The majority of the ethical concerns, which surfaced, were satisfied by a simple telephone call. However, it is strongly recommended that, BOTPMA members review and annually certify their Gaming Assistants in accordance with our "Code of Ethics", "Constitution" and the "Ethical Guidelines" contained in our "Ethics and Education" Manual.

The committee plans to develop a simple but realistic individual performance training program. The training program will cover: economics of the marketplace; management; quest for the consumer; the bottom line; cultures of the organization; managing change; learning the organization and advance human resources management:

- a. Economics of the Marketplace will provide an understanding of basic human behavior when dealing within our marketplace, the individual , the charity and society;
- b. Management will examine management and leadership as an evolving process of influence on people and organizational effectiveness for the achievement of organizational goals;
- c. Quest for the Consumer will provide a comprehensive overview for gaming suppliers when dealing with and supporting the missions of charities and not-for-profit organizations;
- d. The Bottom Line will examine financial consideration and implications for charities and not-for-profit fundraising needs related to the charity's strategic planning and expected success of their plan;
- e. Culture of the Organizations will provide the framework, tools and techniques for understanding organizational culture. Emphasis on developing skills and strategies which will assist charities and not-for profits to succeed in their fundraising endeavors;
- f. Managing Change will examine the role of change within our industry. We will determine what change is, factors that impact change, how to effectively implement change and how to assist charities and not-for-profit organizations to adopt to changes in the industry;
- g. Learning the Organization will examine the concept of learning from both the individual and an organizational perspective. Our readiness to implement and maintain principles, applications and practices which

will create and maintain an environment from which our industry can expand;

- h. Advanced Human Resources Management will explore the roles of managers and supervisors and gaming assistants, and cover the relevant laws, Terms and Conditions, policies, regulations, procedures, conflict resolutions and the role gaming suppliers play in our industry;

This performance oriented training program will allow the individual to pick and choose those areas associated with their gaming functions.

Individuals will progress through the program at their own operative span of learning.

The committee is open to any and all suggestions. It is the committee's plan to keep course material simple and easy to comprehend. The program will be designed to envelop what we must know in order to support the charities and not-for-profit organizations within our industry.

Jack Thomson
Chairperson
Ethics and Education Committee

Membership Report

BOTPMA continues to maintain an excellent representation of Ontario's Gaming Suppliers. Collectively, our members service an overwhelming majority of the third party market throughout the province as well as Royal Canadian Legions, service clubs, and other own premise Break Open Ticket locations.

During the year, an information package was sent to all other eligible Registered Gaming Suppliers explaining BOTPMA as an organization. Also, included in the package was BOTPMA's Code of Ethics, a summary of BOTPMA's accomplishments, a letter from the president, and a 1999/2000 membership form. BOTPMA has 28 members as of March 31, 2000.

BOTPMA is pleased to welcome our newest member, Stephen Culig, a gaming supplier from Tillsonburg.

BOTPMA's goal remains to broaden our membership and provide a vehicle for all members to be up-to-date with the latest developments in the industry as well as collectively propose new ideas for positive change to the Alcohol and Gaming Commission of Ontario.

Terry Jarrell
Director of Membership

Industry Standards Report

This past year, BOTPMA has continued to be the catalyst in keeping the wheels in our bureaucratic industry moving. As a member, I have been proud of our leadership role in establishing quality standards and guidelines for our members and the commitment for continued improvement and success. BOTPMA has demonstrated its stability while it often seems the rest of the industry is going through turmoil. Constant changes in the personnel we deal with in the retail and charity sectors, amalgamation of municipalities and public service labour disputes are examples of the challenges we have faced. Through this cloud, we have stayed focused on our initiatives to reduce “Red Tape”.

This year, we have been successful in demonstrating the merits of allowing a charity or not-for-profit Provincial Licensee to have their new Provincial BOT Licence issued prior to the expiration of their current licence. This has dramatically improved the transition process between licenses. BOTPMA is striving to create this as a Standard for Municipally Licensed Charities and Non-Profit Organizations. Continued discussion with the AGCO to reform the policies related to third party seller registrations, with the majority of the industry stakeholders in favour of such a reform. The idea of creating a new licence application and lottery report from a year ago is now a concrete presentation with full support from BOTPMA, Charities First Ontario, and the Association of Municipal Clerks and Treasurers of Ontario (AMCTO). This initiative will open the doors to new and improved BOT products to be introduced to the market.

We remain committed to positive change and in keeping the wheel of our industry moving forward.

Ron Vanderlip
Director of Industry Standards

Communications Report

The goal of communications in 1999 was to ensure that all members of BOTPMA were kept abreast of the numerous issues facing the Ontario BOT Industry and received timely information on critical situations facing the membership. To be certain, 1999 was a year of many obstacles.

Of paramount concern was the increased competition from the Ontario Lottery Corporation with their heavily marketed racetrack slots, charity casinos and scratch ticket games. Couple this with a lack of interest on the part of BOT manufacturers, a case could be made that our members faced a crisis situation as the future of our industry lay in doubt. However, in a symbol of true professionalism, our members banded together, opened the lines of communication and placed the betterment of the industry over personal endeavours.

This cohesive strength laid the groundwork for the implementation of the \$1.00 game and the proposed "Progressive Game". Initiatives such as these are a clear indication that our members simply refuse to roll over and are determined to take the BOT game to new heights in the years to come.

Our focus in 2000 will be to create an atmosphere of open dialogue between all partners in the Ontario BOT market. We will eventually get to the point where distributor, manufacturer, charity and retailer are all contributing to new products and procedures that will spur on the growth of our industry.

In conjunction with this directive we will be developing a BOTPMA website to further bring awareness to the BOT industry and the positive work which our members do. The site will detail how the BOT industry functions, the role BOTPMA members play and the crucial funds which are raised each and every day for charities. We also want our website to be a place where our members can post notices and ideas that would have a bearing on industry participants. While meeting all of these objectives will not be easy, the spirit and drive exhibited by BOTPMA over the past year leaves little doubt that we will not only achieve, but exceed our goals in 2000.

We encourage everyone to check out our web site - www.botpma.com - for regular updates.

Mike Tasso
Director of Communications

BOTPMA Accomplishments

- ⇒ BOTPMA was a key partner in the development of the Terms & Conditions and Standards for the BOT industry since 1993.
- ⇒ The efforts of many BOTPMA members lobbying for the prevention of VLT's was successful in preventing VLT expansion into bars and restaurants.
- ⇒ BOTPMA was a driving force in opposing the establishment of a Central Distributor for the BOT industry as proposed by the then Ontario Gaming Control Commission. This accomplishment saved the investments of our members and other independent businesses throughout the province.
- ⇒ BOTPMA was successful in lobbying for grandfathering licenses in restructured municipalities.
- ⇒ Changes were made to the requirement of 20 day payment with the time period increasing to 30 days.
- ⇒ A refund mechanism put in place for AGCO rebates of unsold BOT tickets.
- ⇒ BOTPMA has been instrumental in opening communication lines with other stakeholders in the industry and has representation at the Charitable Gaming Federation of Ontario, BOT Management Council, and AGCO Advisory Council.
- ⇒ Allowing the issuance of new Provincial licenses prior to the expiration of current licenses. This has dramatically improved the transition to new Provincial licenses.
- ⇒ BOTPMA has worked closely with Bazaar & Novelty to establish a lower ticket count for third party locations. Many suppliers have introduced the BN3 ticket to slower moving locations as well as higher volume locations. More importantly, it has given BOT sellers a choice based on customer demand.
- ⇒ The allowance of multiple ticket types at the same location.
- ⇒ Worked with the AGCO to introduce a \$1.00 ticket as a Northern Pilot Project.
- ⇒ Involved in the development of an industry marketing study for the Ontario BOT market illustrating possible improvements to the market place.

- ⇒ Driving force for allowing charities to pay the annual \$200 BOT seller registration fees from charity's Lottery Trust account. This change is awaiting AGCO approval at this time.
- ⇒ BOT dispenser costs are now an allowable expense and can be allocated on a licence.
- ⇒ Increased expense maximums to offset the manufacturer's cost increase.
- ⇒ Members input and brainstorming session for ideas and goals for industry improvements.
- ⇒ The presentation of BOTPMA's Strategic Plan of Short Term and Long Term goals to industry and government.
- ⇒ The development and distribution of BOTPMA's first Annual Report in 1999.
- ⇒ The ability to demonstrate that a BOT seller has a valid registration rather than a physical copy of a registration. In many cases, this has made municipal licence renewals easier when delays occur for the original Registration from the AGCO.
- ⇒ Continued work on the development and implementation of a new Progressive Game Concept for the BOT industry and charities.

Break Open Tickets At Work Across Ontario

Across Ontario, thousands of charitable and not-for-profit organizations raise funds through the sale of break open tickets to support their work in our communities.

Here are some of the great news stories about the sale of break open tickets across Ontario.

Quinte West - The **Trent Port Historical Society** has used the proceeds of BOT sales to restore and renovate the local town hall.

Brighton - The **Rotary Club of Brighton** has been involved in the sale of BOT's for many years and has supported organizations such as the Brighton Food Bank, Christmas Baskets for the needy, Coats for Kids, the Salvation Army, St. John's Ambulance, The Terry Fox Run, Trenton Memorial Hospital and a host of other organizations.

Belleville - The **Quinte Adult Day School** uses the proceeds from BOT sales to rent space for its programs, offer life programs and offer enrichment to its clients.

Delaware - **Delaware Mount Bridges Minor Baseball** uses the proceeds of BOT sales to purchase equipment, purchase uniforms, provide umpires, maintenance of their diamonds, etc. "Without these proceeds [BOT's], our association would have to raise registration fees, which we refuse to do because we believe all kids, rich or poor, deserve the right to play sports" stated their Fund Raising Chair.

Westover - The **Westover Treatment Centre** is a co-educational residential alcohol treatment centre for addictive people and their families. Through the sale of BOT's, the centre financed a \$350,000 expansion to the centre's kitchen and dining room.

Oxford County - The **Alzheimer Society** uses BOT funds to educate the public, assist in the development of new programs and services and assist in the continuation of current services. The services include Adult Resource Centres to provide information, the Sensory Stimulation Centre which purchases articles that provide activity and stimulation for the person with Alzheimer Disease, monthly support meetings for families dealing with Alzheimer Disease, and many more programs and services.

Toronto - The **Canadian Breast Cancer Foundation** sells BOT's in communities across Ontario to support leading-edge research into breast cancer.

Ontario – BOT's have become an important fundraiser for **hospital auxiliaries** across Ontario, with patients in each community as the major benefactor. Over the past ten years, hospital auxiliaries have netted in excess of \$25 million, which has provided substantial donations for hospital equipment (not funded by government) as well as medical research and volunteer education.

Dorset – **Camp Dorset** is a one-of-a kind children's camp for those who must use dialysis machines and regulated equipment due to kidney failure. The Camp allows children to experience summer vacations with their family, which would otherwise be unavailable without the fully equipped facility. Break Open Ticket proceeds have been used to purchase dialysis equipment.

Sudbury - The **Sudbury Arts Council** raises funds to support its programs and services including the Arts and Crafts program of the Elizabeth Fry Society; the Prison Arts program of the John Howard Society; Earthdancers, a group of youth who create and perform their own dance compositions, which in turn raises money for worthwhile local causes; Open Minds Quarterly, a creative writing and artistic journal for people who are dealing with or recovering from a mental illness and the Bell Park Gazebo Concert Series, 14 free Sunday evening concerts in the park which introduce people to a variety of music genres and which promotes local musicians.

Sault Ste. Marie - Parents and children alike have benefited from the sale of BOT's by an organization called **KidsHope** of Sault Ste. Marie. KidsHope offers a variety of programs for young children throughout the Algoma district.

Toronto – **ProAction** raises funds to promote community relations by funding activities and events between Metro Toronto's Community Relations Police Officers and the youth of Metro Toronto.

Huntsville – Eight years ago, the **HLS Foundation** established a BOT-only sales booth in the Huntsville Place Mall. The Foundation was created to own, operate and split the proceeds of BOT's sales for the following types of organizations: Hospital and healthcare, library and culture, and sports and recreation. Approximately \$700,000 in profits has been distributed amongst the membership.

Sudbury – The **John Howard Society** uses BOT proceeds to assist people recently released from incarceration to find employment, housing and clothing; to develop and implement crime prevention programs for youth ages 8 to 16 by teaching them healthy lifestyles; and to provide group programming for young offenders ages 12 to 15 to assist them in redirecting their lives in a positive way before becoming entrenched in criminal behaviour.

North Bay – BOT funds are used by the **Canadian Centre for Social Justice** to sponsor International Day for the Elimination of Racial Discrimination. This event includes workshops in area schools leading up to the International Day, as well as an “Evening of Applause” which involves students from area schools offering dramatical and musical presentations featuring anti-discriminatory themes.

Cornwall – Without BOT’s, the **Victorian Order of Nurses**, Eastern Counties Branch, would not be able to offer all of the services it currently does. These services include free nurse visits to those in need over and above amounts funded by government and the administration of a Cancer Support Network, which matches patients now going through treatment with individuals who are cancer survivors.

Barrie – **Huronian Symphony Inc.** uses the proceeds from BOT’s to support symphony groups in the city and throughout the local area.

County of Prescott-Russell - **Le Centre d'Alphabetisation Moi, J'Apprends.** L'agent amasse au moyen de la vente de billets Nevada servira a continuer les activites d'alphabetisation des adultes francophones du comte de Russell et a organiser des activites de prevention de l'analphabetisme aupres de jeunes.

Sturgeon Falls – The **West Nipissing General Hospital** is able to support important hospital directives such as purchasing operating equipment and supplies for the intensive care unit as a result of BOT sales.

Sharon – Thanks to BOT’s, the **Association for Differently Abled People Together** (ADAPT) was able to purchase a new van for the transportation of the differently disabled.

Kingston - The **Rotary Club of Kingston** has supported various organizations such as the Easter Seals Campaign, the Polio Plus Campaign, the Boys' and Girls' Club of Kingston, the Queens International Centre and other Youth projects.

Marmora - **The Friends of the Library** uses the proceeds of BOT sales to aid in the operation of the local library and to increase library services in Marmora.

Township of North Glengarry - The **Kenyon Township Fire Department** use the proceeds of BOT's to purchase new fire fighting equipment for the fire department.

Tamworth - The **Tamworth Community Fundraising Committee** has raised funds with BOT's to help with Sheffield's part to raise funds for the Sheffield Community Centre.

Kingston - **Sunnyside Children's Foundation** uses proceeds to enhance and contribute to the well being of children, families and communities by supporting the development and delivery of high quality, innovative mental health services and programs.

United Counties of Stormont / Dundas / Glengarry - The **Stormont-Dundas-Glengarry Cornwall Shrine Club** has been raising funds through the sale of BOT's in order to assist and provide care and transportation to the Shriners' Hospital.

Eastern Ontario - The **Ottawa Children's Treatment Centre** has been using BOT funds to provide integrated rehabilitation and education services to physically handicapped children in Eastern Ontario, from infancy to nineteen (19) years of age.

Cambridge - **Slovenski Park** has used BOT funds to support their Youth programs, such as their dance groups, and also to promote education and heritage of the Slovenian Community.

Cornwall - The **Kinette Club of Cornwall** uses monies raised to manufacture baby layettes for the Hotel Dieu Hospital, as well as other community needs.

County of Frontenac - In order to promote safe skiing and to administer first aid to injured alpine and nordic skiers in the county, as well as supporting other charitable community programs in need, the **Canadian Ski Patrol System**, Frontenac Zone has been raising funds through the sale of BOT's.

Sharbot Lake - Students at both **Sharbot Lake Public School** and **Sharbot Lake High School** have benefited from the sale of BOT's. The Sharbot Lake High School Council and the Sharbot Lake Public School, Parent Advisory Committee, have used funds to support co-curriculum activities at the schools.

Ontario - The **Crohns & Colitis Foundation of Canada** sell BOT's to help fund research and education.

Township of South Dundas - The **Brewers' RA Club** has used funds to help support youth sports and recreation, such as hockey, figure skating, Camp Kamaga, Scouts, Cubs and other recreation committees in Morrisburg and South Dundas.

Ontario - The **Learning Disabilities Association** has helped promote further education opportunities for children and adults with learning disabilities. The Association's mandate includes promoting awareness and education of parents, teachers and other professionals, to support counseling and awareness activities, and to help enable those persons with learning disabilities to realize their full potential.

Kingston and the Islands - **Association canadienne-francaise de l'Ontario**. Revendiquer la creation de nouveaux services, maintenir et ameliorer les services existants en francais. Sensibiliser la population de la region des Mille-Iles a la vie francophone sur son territoire. Assurer la visibilite de l'ACFO Mille-Iles.

Prescott - Monies raised through the sale of BOT's by the **Prescott Figure Skating Club** have been used to help pay for ice rental fees and costs associated with the ice shows.

Napanee - Funds from the sale of BOT's make it possible for the **Lenadco Care Association** to provide aid and comfort for the residents, as well as to actively support the residents during their transition and to assist with their well being and ever changing needs.

Kingston - The **Navy League of Canada**, Kingston Branch, has been raising funds to promote, organize, sponsor, support and encourage the education of Youth in Youth activities including a high standard of fitness in sailing, navigation of all kinds, alertness and discipline with particular emphasis on matters of a maritime nature, whether naval or commercial.

Iroquois - The **Iroquois Recreation Committee** use BOT funds to operate their recreation programs, (swimming, minor ball, tennis, basket ball, recreational hockey) and to operate and maintain recreational facilities, (playgrounds, ball park, beach, nature trail, bike paths).

Eastern Ontario - To support Kidney Disease and Urinary Tract Infection research the **Kidney Foundation of Canada**, Eastern Ontario Branch, raises funds through the sale of BOT's.

Thunder Bay - BOT funds raised by the **Thunder Bay Symphony Orchestra** have been used for artist fees, accommodations, travel, music rentals/purchases, hall rentals and advertising/promotion of the Orchestra.

Kingston Region - To enable **HIV / AIDS Regional Services** to assist those living with HIV / AIDS, they have been raising funds through BOT's.

Township of South Glengarry - The **Knights of Columbus #11243** use the proceeds from BOT's to help support various organizations such as Pro-Life, Birth Rights, the Arthritis Society and other community work.

Township of North Frontenac - The **North Frontenac Community Services Corporation** have been selling BOT's in order to support, promote and provide social services including child welfare, adult support services, counseling services, education services, and community development consultations services.

Morrisburg - The purpose of the **Morrisburg Recreation Committee** is to promote recreational activities and facilities for all age groups in the Village of Morrisburg. The committee encourages and coordinates the development of recreational programs that will meet the needs and interest of the residents of Morrisburg. The proceeds from BOT sales have helped them achieve their goals.

Wolfe Island - The **Wolfe Island Volunteer Fire Department** raise funds through BOT's to make it possible to purchase new fire fighting equipment.

Township of Northern Frontenac - Supporting recreation committees, providing for senior citizens' busing and to help sustain the Northern Frontenac Rescue Unit by the **Sharbot Lake and District Lions Club** is made possible through the sale of BOT's.

Selby - Monies raised from the BOT's help the **Selby Public School**, Parent Advisory Council, support student activities at Selby Public School.

Cornwall - Funds raised through BOT's by the **Rotary Club of Cornwall** are used to help various charities in the City of Cornwall and surrounding areas.

Ontario - **Aboutface** has used sales from BOT's to provide information, emotional support, educational programs and to build awareness for children and their families affected by facial disfigurements free of charge.

Ontario - The **Hospice Association of Ontario** uses proceeds raised from BOT's to assist them in meeting their goals of providing hospice services to all those who live with a life-threatening or terminal illness across Ontario.

Township of South Dundas - The **South Dundas Snowmobile Club** use proceeds from the sale of BOT's for the maintenance and sometimes construction of bushing, leveling, signs and bridges in order to make snowmobile trails safe for everyone. They also donate part of the funds to various local charities and events.

Kenora - The auxiliary of the **Lake of The Woods Hospital** has purchased over \$1.5 million worth of equipment for the local hospital with the proceeds of BOT sales in the Hospital.

Inverary - The **Storrington Minor Soccer Association** uses the proceeds from BOT's to provide uniforms and equipment to players, as well as to enhance the soccer facilities, (ie. nets, turf, etc.).

Tamworth - Each year on Canada Day, the Village of Tamworth puts on a spectacular fireworks show, games, clowns, ponies, a parade, etc., for the whole community to enjoy. This is possible because of BOT sales by **Tamworth Canada Day Committee**.

St. Catharines - Over \$98,968 was raised through break open tickets in the last year for the **St. Catharines General Hospital Foundation**. The money was used to purchase a Flexible Gastroscope, a Colonoscope, a Pasteurmatic Unit and a Vital*Check 3 in 1 Monitor. This makes a total of \$1,273,963.26 raised through break open tickets which has all been used to purchase hospital equipment for the benefit of the patients, none of which is funded by the government.

Ottawa - The **Maronite Association of Ottawa** is able to provide financial support for needy Lebanese/Canadian families, senior citizens' social activities, and cultural and educational activities for youth partly due to BOT sales.

Hamilton - The **Mahoney Minor Baseball Association** provides one of Hamilton's oldest and most respected baseball programs for children aged 6 to 17 years. No child has ever been turned away due to a lack of funds, and the Association prides itself on having a very low registration cost due to the funds generated from the sale of BOT's.

Iroquois - The **Iroquois Minor Ball Association** uses the money raised from the sale of BOT's to buy and maintain baseball and softball equipment, and to help augment Little League Canada fees in regard to travel and accommodation.

City of Clarence - Rockland - **La Fondation de l'aide a L'enfance**, Prescott-Russell. Venir en aide aux enfants dans le besoin.

Prescott - Russell - **Association pour l'Intergration Communautaire de Prescott-Russell** uses funds raised from BOT's to enhance a better quality of life for the mentally ill so that they are able to live within the community.

Ontario - Funds raised by the **Ontario March of Dimes** through the sale of BOT's are used for services which include assistive devices, post-polio services, public education, conductive education, recreation and leisure services, literacy training and Design-Ability.

Hamilton – **Hamilton Huskies Minor Hockey** uses BOT proceeds to distributed 53 bursaries over the past nine years.

Ottawa - To raise funds for research into viruses of retro viruses responsible for certain immune deficiencies, **Univirus Research of Canada** raises money through the sale of BOT's.

Sudbury - The **Sudbury Regional Hospital Auxiliary - Laurentian Site**, has raised a total of \$625,000.00 through the sale of break open tickets in their Hospital Boutique for much needed equipment for their hospital. Many thanks are given to the auxiliary members for volunteering their time to manage this fundraiser.

Break Open Tickets at work across Ontario

Appendix "A"