

*Nova Scotia*  
Annual  
*Gaming Report*  
2009 - 2010



Dear Reader:

Presented herewith is the *Annual Gaming Report* pursuant to Section 56 of the *Gaming Control Act* for the year ending March 31, 2010.

The *Annual Gaming Report* covers the activities of the Alcohol and Gaming Division relative to the gaming industry during the 2009/2010 fiscal year, and explains its working mandate received from the *Gaming Control Act*: “to regulate and control casinos and other lottery schemes; and to administer this part in the public interest and in accordance with the principles of honesty and integrity.”

Yours truly,

A handwritten signature in cursive script that reads "Marilyn More".

Honourable Marilyn More  
Minister of Labour and  
Workforce Development



---

**TABLE OF CONTENTS**

|   |    |
|---|----|
| TABLE OF CONTENTS.....                            | 3  |
| ABOUT THE DIVISION.....                           | 4  |
| Mandate.....                                      | 4  |
| Workforce.....                                    | 4  |
| CORE FUNCTIONS.....                               | 4  |
| Registration and Licensing.....                   | 4  |
| Investigation and Enforcement.....                | 7  |
| LOOKING BACK.....                                 | 8  |
| PROVINCIAL GAMING ACTIVITY.....                   | 10 |
| Overview.....                                     | 10 |
| Fiscal Year 2009/2010.....                        | 11 |
| Video Lottery Terminals.....                      | 14 |
| Casinos.....                                      | 16 |
| ALC Lotteries.....                                | 18 |
| Charitable Bingo.....                             | 20 |
| Charitable Ticket Lotteries.....                  | 23 |
| CANADIAN JURISDICTIONAL GAMING<br>COMPARISON..... | 26 |

## **ABOUT THE DIVISION**

### **Mandate**

The Nova Scotia Alcohol and Gaming Division (the Division) has the legislative responsibility to regulate and control gaming activities “in the public interest and in accordance with the principles of honesty and integrity.”<sup>1</sup> The Division licenses and monitors the conduct of casinos, bingos, lotteries and other games of chance (except harness racing, and gaming activities conducted on Reserve Lands), to ensure that these games are carried out in the best social and economic interests of Nova Scotians.

### **Workforce**

With its head office located in Dartmouth, and a regional office in Sydney, the Alcohol and Gaming Division maintains a workforce around the province. In addition, a contingent of RCMP officers work with the Alcohol and Gaming Division to conduct gaming supplier and employee security clearances.

## **CORE FUNCTIONS**

### **Registration and Licensing**

Pursuant to the *Gaming Control Act*, the Nova Scotia Alcohol and Gaming Division registers individuals and companies who supply goods and services to regulated gaming activities. During the 2009/2010 fiscal year, the Division’s registry consisted of a total of 131 casino gaming, casino non-gaming, and bingo suppliers, compared to a total of 148 in 2008/2009.

---

<sup>1</sup> *Gaming Control Act*, 1994-95, c. 4, s. 42.

The Division also conducts security checks on personnel related to the gaming industry, including all casino staff, employees of the Nova Scotia Gaming Corporation and the Alcohol and Gaming Division. Different levels of security clearances are applied, depending on one's position in an organization or the type of service one provides (i.e., suppliers of actual gambling equipment are held to a higher degree of scrutiny than the suppliers of non-gaming related suppliers such as restaurant equipment). In 2009/2010, the Division conducted security checks on 286 casino employees, compared to 361 casino employees in 2008/2009. Furthermore, the Division conducted security checks on 38 employees of ticket lottery suppliers to the Atlantic Lottery Corporation (ALC) in 2009/2010, pursuant to amendments to the Atlantic Lottery Regulations in October 2009.

The Alcohol and Gaming Division issues gaming licenses to organizations that raise funds for charitable purposes, including bingos, ticket lotteries (prize value over \$500), and carnival games of chance. In addition, permits are issued for ticket lotteries with a prize value of less than \$500. Licenses are issued in accordance with the provisions of the applicable regulations and policy, as established by the Alcohol and Gaming Division.

| <b>Gaming Registration Issuance</b> |            |            |
|-------------------------------------|------------|------------|
|                                     | 2009/2010  | 2008/2009  |
| <b>Casino Registrations</b>         |            |            |
| Gaming supplier                     | 15         | 19         |
| Non-gaming supplier - exemption     | 100        | 106        |
| Non-gaming supplier                 | 16         | 20         |
| Casino employees                    | 503        | 559        |
| <b>Bingo Registrations</b>          |            |            |
| Bingo supplier                      | 4          | 3          |
| <b>ALC Registrations</b>            |            |            |
| Lottery Equipment Suppliers         | 17         | n/a        |
| <b>TOTAL</b>                        | <b>655</b> | <b>707</b> |

Series bingo and ticket lottery licenses are issued to organizations wishing to carry on a series of regular events. Single licenses are issued for individual events. Games of chance events include commercial carnivals, fun-night Monte Carlo events, and games conducted during annual fairs and exhibitions.

| <b>Gaming License Active</b> |              |              |
|------------------------------|--------------|--------------|
|                              | 2009/2010    | 2008/2009    |
| Bingo                        | 490          | 424          |
| Ticket lottery               | 1,063        | 953          |
| Permits                      | 4,856        | 5,120        |
| Break-open                   | 74           | 63           |
| Games of chance/carnival     | 115          | 150          |
| <b>TOTAL</b>                 | <b>6,598</b> | <b>6,710</b> |

---

## **Investigation and Enforcement**

Investigation and Enforcement regularly inspects licensed premises to ensure that gaming activities comply with the applicable regulations. For example, video lottery play is checked for underage play and credit granting, and bingos are checked for such things as the proper use of bingo operating equipment.

Furthermore, Investigation and Enforcement staff conduct inspections at the two casinos to ensure compliance with casino regulations and detailed internal control procedures. Investigation and Enforcement has a staff complement located throughout the province.

The gaming analyst section of Investigation and Enforcement conducts regular as well as random testing of casino slot machine software to ensure each machine is compliant with the legislated minimum payout percentage, as well as other requirements. The Section also monitors payout percentages for video lottery terminals (VLTs) in liquor licensed premises in the province.

Investigation and Enforcement is also responsible for reviewing and making recommendations with respect to all approval requests from the casino operator pertaining to:

- ❖ casino surveillance and security systems;
- ❖ permitted games of chance played in casinos;
- ❖ Rules of Play; and
- ❖ slot machine installations, modifications, removals and relocations.

## **LOOKING BACK**

In May 2007, Nova Scotia Environment and Labour (now Labour and Workforce Development) awarded a contract to Anielski Management Inc., of Alberta, to conduct a socio-economic study of gambling in Nova Scotia, to be completed in May 2008. The study stemmed from an initiative in Province's Gaming Strategy, released in 2005. Labour and Workforce Development was the lead agency of an interdepartmental steering committee overseeing the study, including Health Promotion and Protection, Aboriginal Affairs, Finance, Nova Scotia Gaming Corporation, and an independent academic advisor. On the recommendation of the steering committee, the socio-economic gaming study project was discontinued in 2009 due to concerns over timeliness, accuracy and methodology used.

Amendments to the Atlantic Lottery Regulations came into effect on October 1, 2009, which provide scrutiny for the payout of lottery tickets to retailers, and require the registration of lottery equipment suppliers, approvals of standards for new lottery products, and approvals for Atlantic Lottery Corporation (ALC) internal controls. The amendments emanated from recommendations in the 2007 report entitled, "Ministerial Advisory Panel on Ticket Lottery Controls," which analyzed the ticket-lottery system and identified steps to better protect lottery customers and maintain public confidence in the integrity of ALC operations.

In Autumn 2009, the Department of Health Promotion and Protection, Addiction Services, released new exploratory research on adolescent gambling in Nova Scotia. A report by Focal Research Consultants Limited entitled "2008 Nova Scotia Adolescent Gambling Exploratory Research Study," helped identify gambling harms and risk among adolescents. Although

the research was exploratory in nature, it revealed some valuable insights worthy of further investigation. For example, more than half the youth surveyed had gambled in the past year, mostly (48 per cent) on charity raffles, including 50/50 draws. The study identified that 12 per cent of the youth surveyed were at-risk for experiencing problems, while 7 per cent had experienced harm. Further study will validate the study's results with more in-depth research, and also explore the connection between advertising and a youth's intent to gamble.

In 2007, the Nova Scotia Gaming Corporation (NSGC) contracted Techlink Entertainment to create an Informed Player Choice System for video lottery terminals (VLT) in the province, following two years of research on Techlink's Responsible Gaming Device (RGD). Since then, NSGC has undertaken extensive systems development and testing of the IPCS. Based on player feedback, the IPCS has been renamed My-Play and will allow VLT players to: monitor historical and in-progress play activity about money spent and time played; and set playing time and money limits. NSGC has begun integration of the My-Play system on all VLTs throughout the province, which will be complete in July 2010.

In September 2009, the Nova Scotia Gaming Foundation (NSGF) commissioned Focal Research Consultants Limited to conduct an independent research study to assess the impact of Nova Scotia's new Video Lottery Informed Player Choice System (IPCS) (now My-Play System) on high risk and problem gamblers. Preliminary research included recruiting VLT players to take part in a research panel to establish a baseline pre-measure of behaviours, opinions, and attitudes for regular VLT players. Subsequent research will examine how the My-Play System influences gambling risk and harm for VLT players, including impacts for problem gambling.

## PROVINCIAL GAMING ACTIVITY

### Overview

The Nova Scotia Alcohol and Gaming Division is responsible for the regulation of legal gaming in this province. These gaming activities include video lottery terminals (VLTs), casinos, Atlantic Lottery Corporation (ALC) products, bingos and charitable ticket lotteries.

For the purpose of measuring the volume of gaming activities on a consistent basis, the Alcohol and Gaming Division uses the “wager” as a base unit. This figure represents the amount of money actually wagered on each gaming activity before prizes are awarded, operating expenses are deducted, and other assorted expenditures are accounted for. The wager for each type of gaming activity is defined in the following manner:

- ❖ cash deposited when referring to VLTs;
- ❖ cash deposited and value of tickets inserted into casino slot machines plus the chips purchased for table games when referring to casinos;
- ❖ cash paid for the purchase of bingo cards when referring to bingo; and
- ❖ cash paid for the purchase of tickets when referring to ticket lotteries.

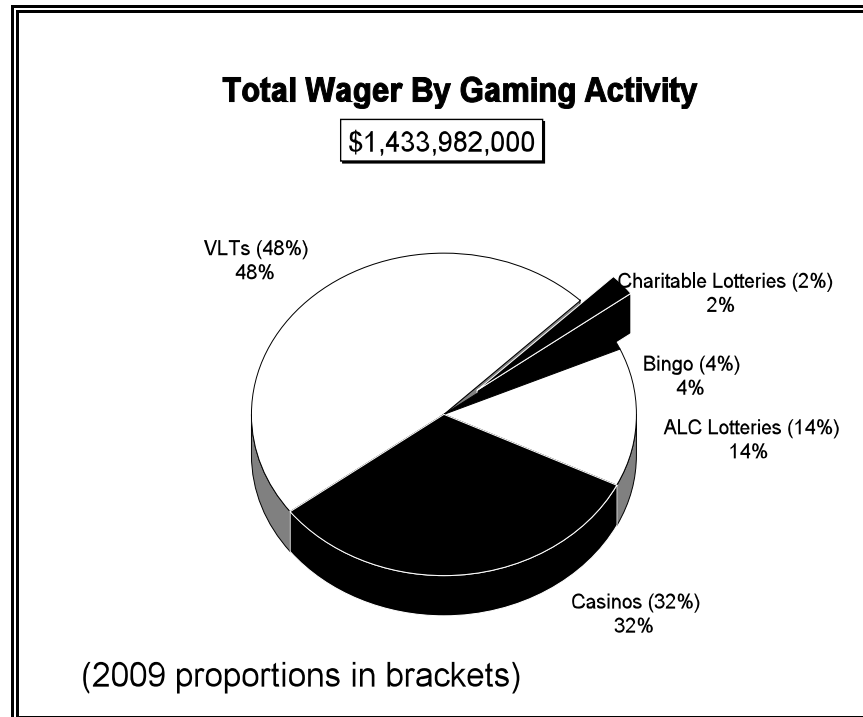
**Fiscal Year 2009/2010**

Total gaming wager in the province decreased in 2009/2010 to \$1.43 billion, from \$1.47 billion in 2008/2009.

| <b>Total Wager By Gaming Activity</b> |                    |                    |               |
|---------------------------------------|--------------------|--------------------|---------------|
| (\$ thousands)                        |                    |                    |               |
|                                       | <b>2010</b>        | <b>2009</b>        | <b>Change</b> |
| VLTs                                  | \$688,477          | \$708,447          | -2.8%         |
| Casinos                               | 463,749            | 465,679            | -0.4%         |
| ALC Lotteries                         | 199,574            | 203,562            | -2.0%         |
| Bingo                                 | 52,055             | 58,573             | -11.1%        |
| Charitable Lotteries                  | 30,127             | 33,658             | -10.5%        |
| <b>Total Wager</b>                    | <b>\$1,433,982</b> | <b>\$1,469,919</b> | <b>-2.4%</b>  |
| Prizes                                | 1,096,834          | 1,120,415          | -2.1%         |
| <b>Net Revenue</b>                    | <b>\$337,148</b>   | <b>\$349,504</b>   | <b>-3.5%</b>  |

The VLT wager decreased by 2.8 per cent, representing a fall of \$20 million. Similarly, ALC lotteries wager dropped 2.0 per cent, with \$4 million wagered less this year. Charitable lotteries wager decreased 10.5 per cent, while Bingo wager went down 11.1 per cent. Casino wager remained relatively unchanged in 2009/2010, down about \$2 million compared to last year.

The proportion of total wager accounted for by VLTs was 48.0 per cent in 2009/2010, essentially unchanged from 48.2 per cent in 2008/2009. The proportion of total wager for casinos increased to 32.3 per cent, from 31.7 per cent in 2008/2009. The proportion of total wager spent on ALC lotteries, bingos, and charitable lotteries remained essentially unchanged on a year over year basis, at 13.9, 3.6 and 2.1 per cent respectively.

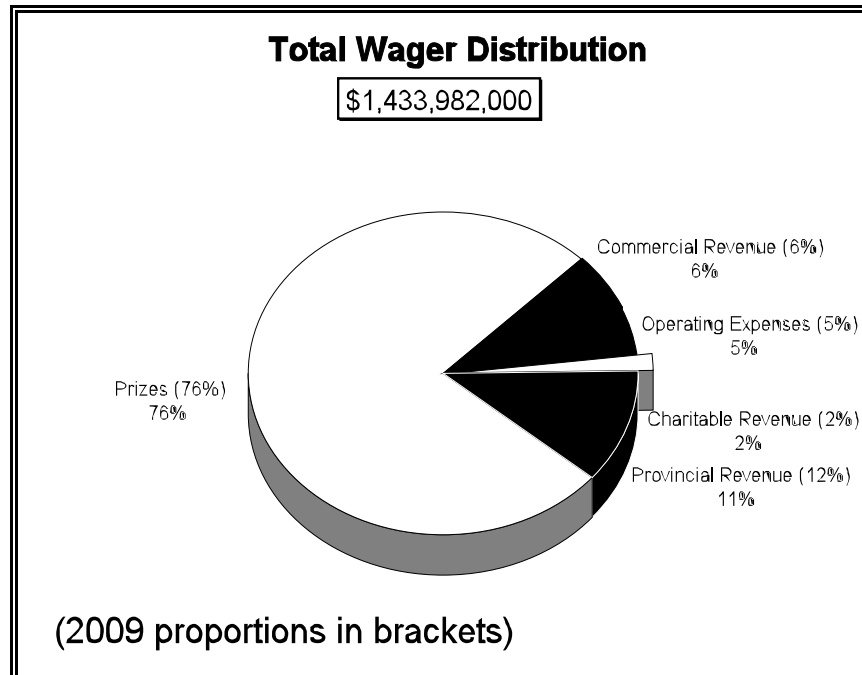


Provincial revenue from gaming declined 3.9 per cent on a year over year basis, at \$163.0 million in 2009/2010 compared to \$169.6 million last year, and accounted for 11.4 per cent of the total wager. Prizes were down 2.1 per cent from the year before and, at \$1.10 billion, accounted for 76.5 per cent of the total wager. Commercial revenue fell 6.2 per cent to \$80.5 million in 2009/2010, from \$85.8 million in 2008/2009. Operating expenses rose 3.7 per cent to \$70.1 million, from \$67.6 million last year. At \$23.5 million, charitable revenue was down 11.0 per cent from \$26.4 million the year before.

**Total Wager Distribution**

(\$ thousands)

|                           | <b>2010</b>      | <b>2009</b>      | <b>Change</b> |
|---------------------------|------------------|------------------|---------------|
| Total Wager               | \$1,433,982      | \$1,469,919      | -2.4%         |
| Prizes                    | 1,096,834        | 1,120,415        | -2.1%         |
| Net Revenue               | \$337,148        | \$349,504        | -3.5%         |
| Operating Expenses        | 70,137           | 67,628           | 3.7%          |
| Commercial Revenue        | 80,514           | 85,814           | -6.2%         |
| Charitable Revenue        | 23,535           | 26,450           | -11.0%        |
| <b>Provincial Revenue</b> | <b>\$162,962</b> | <b>\$169,612</b> | <b>-3.9%</b>  |



### Video Lottery Terminals

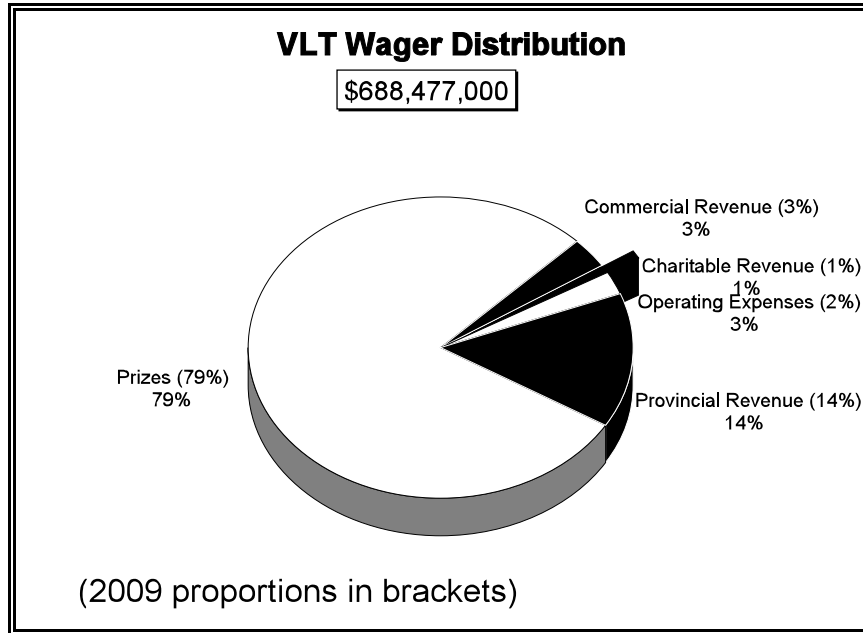
In 2009/2010, VLT wager decreased 2.8 per cent to \$688.5 million, from \$708.4 million in 2008/2009. The VLT wager accounted for 48.0 per cent of the total provincial gaming wager in 2009/2010, compared to 48.2 per cent the year before.

Prize payouts from VLTs totalled \$543.4 million in 2009/2010, a decrease of 3.2 per cent over the previous year, and represented 78.9 per cent of the total VLT wager.

| <b>VLT Wager Distribution</b> |                 |                  |               |
|-------------------------------|-----------------|------------------|---------------|
| (\$ thousands)                |                 |                  |               |
|                               | <b>2010</b>     | <b>2009</b>      | <b>Change</b> |
| Total Wager                   | \$688,477       | \$708,447        | -2.8%         |
| Prizes                        | 543,399         | 561,410          | -3.2%         |
| Net Revenue                   | \$145,078       | \$147,037        | -1.3%         |
| Operating Expenses            | \$17,318        | \$16,367         | 5.8%          |
| Commercial Revenue            | 22,603          | 23,925           | -5.5%         |
| Charitable Revenue            | 5,676           | 6,078            | -6.6%         |
| <b>Provincial Revenue</b>     | <b>\$99,481</b> | <b>\$100,667</b> | <b>-1.2%</b>  |

At \$5.7 million, charitable revenue from VLTs was down 6.6 per cent from the previous year. Similarly, commercial revenue decreased 5.5 per cent to \$22.6 million, from \$23.9 million in 2008/2009. During the same period, operating expenses rose 5.8 per cent to \$17.3 million, from \$16.4 million in 2008/2009.

Provincial revenue from VLTs remained relatively unchanged at \$99.5 million in 2009/2010, compared to \$100.7 last year. Provincial revenue represented 14.4 per cent of total VLT wager in 2009/2010, compared to 14.2 per cent the year before.



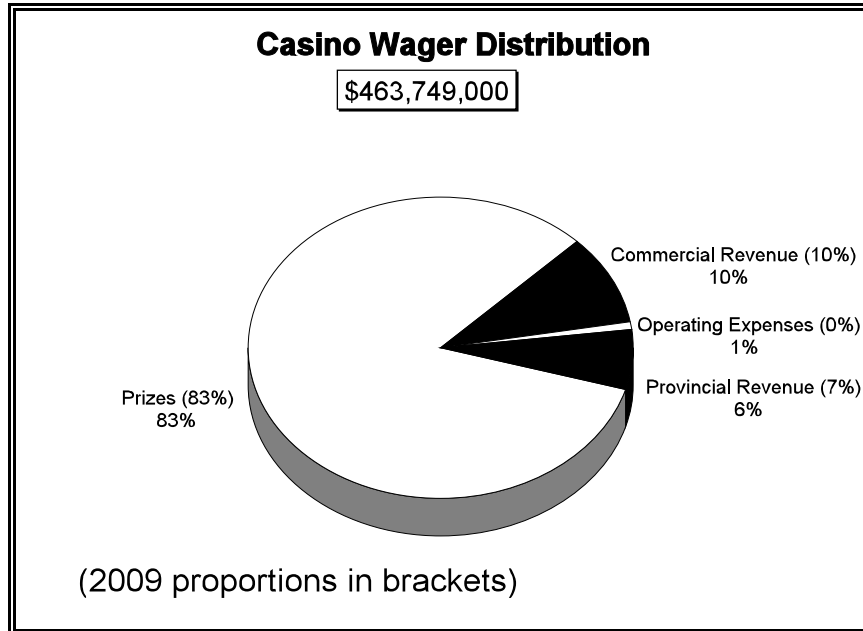
### Casinos

At \$463.7 million, the wager at Nova Scotia's Halifax and Sydney casinos this year was down slightly from \$465.7 million in 2008/2009. Casino wager accounted for 32.3 per cent of the total provincial wager in 2009/2010, compared to 31.7 per cent the year before.

Prize payouts at the casinos remained essentially unchanged at \$385.3 million this year, representing 83.1 per cent of the total casino wager. Provincial revenue from casino operations dropped 4.9 per cent to \$29.5 million in 2009/2010, from \$31.0 million last year.

| <b>Casino Wager Distribution</b> |                 |                 |               |
|----------------------------------|-----------------|-----------------|---------------|
| (\$ thousands)                   |                 |                 |               |
|                                  | <b>2010</b>     | <b>2009</b>     | <b>Change</b> |
| Total Wager                      | \$463,749       | \$465,679       | -0.4%         |
| Prizes                           | 385,283         | 385,038         | 0.1%          |
| Net Revenue                      | \$78,466        | \$80,641        | -2.7%         |
| Operating Expenses               | 3,865           | 1,057           | 265.7%        |
| Commercial Revenue               | 45,114          | 48,585          | -7.1%         |
| <b>Provincial Revenue</b>        | <b>\$29,487</b> | <b>\$30,999</b> | <b>-4.9%</b>  |

Commercial revenue dropped 7.1 per cent on a year over year basis, to \$45.1 million, while operating expenses rose to \$3.9 million from \$1.1 million last year, which is largely attributable to \$2.0 million write-off for items no longer in use at the casino.




---

**Casino Nova Scotia**

---

|                                   | Halifax |         | Sydney  |         |
|-----------------------------------|---------|---------|---------|---------|
|                                   | 2010    | 2009    | 2010    | 2009    |
| Wager (\$ millions)               | \$346.3 | \$342.2 | \$117.4 | \$123.5 |
| Revenue to Province (\$ millions) | \$20.8  | \$22.0  | \$8.7   | \$9.0   |
| Gaming Floor Area (sq. ft.)       | 34,000  | 34,000  | 14,070  | 14,070  |
| Employees                         | 350     | 373     | 170     | 180     |
| Visitors                          | 943,824 | 980,348 | 405,727 | 474,486 |
| Slot Machines                     | 607     | 634     | 300     | 311     |
| Table Games                       | 32      | 32      | 10      | 10      |

---

### ALC Lotteries

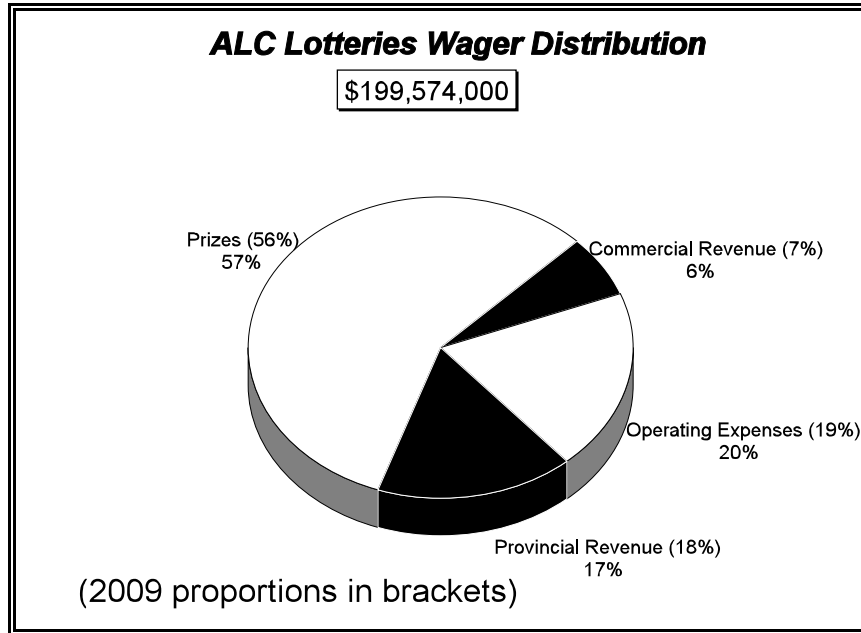
At \$199.6 million, total wager for ALC lotteries dipped 2.0 per cent from \$203.6 million a year ago. ALC lotteries accounted for 13.9 per cent of the total provincial wager this year, essentially unchanged from 13.8 per cent in 2008/2009.

Prizes paid out for ALC lotteries in 2009/2010 were comparable to the year before, at \$114.5 million. Prizes represented 57.4 per cent of total ALC lotteries wager, compared to 56.1 per cent last year.

| <b>ALC Lotteries Wager Distribution</b> |                 |                 |               |
|---|-----------------|-----------------|---------------|
| (\$ thousands)                          |                 |                 |               |
|   | <b>2010</b>     | <b>2009</b>     | <b>Change</b> |
| Total Wager                             | \$199,574       | \$203,562       | -2.0%         |
| Prizes                                  | 114,475         | 114,233         | 0.2%          |
| Net Revenue                             | \$85,099        | \$89,329        | -4.7%         |
| Operating Expenses                      | \$39,393        | \$39,277        | 0.3%          |
| Commercial Revenue                      | 12,797          | 13,304          | -3.8%         |
| Charitable Revenue                      | 58              | 74              | -21.6%        |
| <b>Provincial Revenue</b>               | <b>\$32,851</b> | <b>\$36,674</b> | <b>-10.4%</b> |

Operating expenses of \$39.4 million for ALC lotteries in Nova Scotia were unchanged this year compared to 2008/2009.

Commercial revenue declined 3.8 per cent to \$12.8 million in 2009/2010, from \$13.3 million last year. Revenue to charities decreased 21.6 per cent this year to \$58 thousand, from \$74 thousand in 2008/2009. Provincial revenue from ALC lotteries fell 10.4 per cent to \$32.8 million, from \$36.7 million last year.



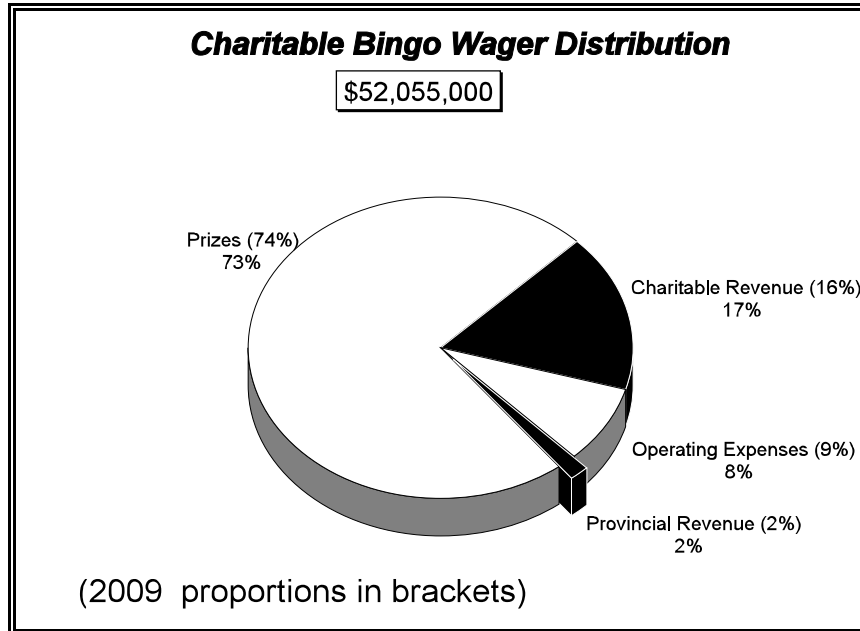
### Charitable Bingo

Total charitable bingo wager declined 11.1 per cent to \$52.1 million in 2009/2010, from \$58.6 million last year. Charitable revenue fell 8.6 per cent to \$8.7 million, from \$9.5 million last year.

Bingo prizes amounted to \$38.2 million in 2009/2010, and accounted for 73.4 per cent of the total charitable bingo wager. The prize value awarded this year was down 11.3 per cent from \$43.1 million in 2008/2009.

| <b>Charitable Bingo Wager Distribution</b> |              |              |               |
|--|--------------|--------------|---------------|
| (\$ thousands)                             |              |              |               |
|  | <b>2010</b>  | <b>2009</b>  | <b>Change</b> |
| Total Wager                                | \$52,055     | \$58,573     | -11.1%        |
| Prizes                                     | 38,186       | 43,071       | -11.3%        |
| Net Revenue                                | \$13,869     | \$15,502     | -10.5%        |
| Operating Expenses                         | 4,333        | 5,040        | -14.0%        |
| Charitable Revenue                         | 8,723        | 9,545        | -8.6%         |
| <b>Provincial Revenue</b>                  | <b>\$813</b> | <b>\$917</b> | <b>-11.3%</b> |

In the 2009/2010 fiscal year, financial reports were received from 230 bingo licensees, compared to 244 licensees in 2008/2009. Forty-eight per cent of the 230 bingo licensees in 2009/2010 had gross receipts under \$150,000, and generated 18.6 per cent of the total charitable bingo wager. Conversely, 20.1 per cent of charitable bingos had gross receipts exceeding \$300,000, and yielded 52.7 per cent of the total charitable bingo wager.



In 2009/2010, there were 31 media bingos (TV or radio bingo) that generated \$6.5 million in wagers, compared to the same number last year with a total wager of \$6.8 million. Charitable revenue from media bingos amounted to \$2.5 million this year, down 4.1 per cent from \$2.6 million in 2008/2009.

---

**Charitable Bingo Licensees Grouped By Wager**


---

| Category          | Licensees  | %             | Wager           |               |
|-------------------|------------|---------------|-----------------|---------------|
|                   |            |               | (\$ thousands)  | %             |
| \$0-50,000        | 21         | 9.1%          | \$613           | 1.2%          |
| 50,000-100,000    | 46         | 20.0%         | 3,551           | 6.8%          |
| 100,000-150,000   | 43         | 18.7%         | 5,498           | 10.6%         |
| 150,000-200,000   | 35         | 15.2%         | 6,041           | 11.6%         |
| 200,000-250,000   | 23         | 10.0%         | 5,068           | 9.7%          |
| 250,000-300,000   | 14         | 6.1%          | 3,858           | 7.4%          |
| 300,000-500,000   | 29         | 12.6%         | 10,818          | 20.8%         |
| 500,000-1,000,000 | 14         | 6.1%          | 9,141           | 17.6%         |
| \$1,000,000+      | 5          | 2.2%          | 7,467           | 14.3%         |
| <b>TOTALS</b>     | <b>230</b> | <b>100.0%</b> | <b>\$52,055</b> | <b>100.0%</b> |

---

**Charitable Bingo Licensees Grouped By Net Profits**


---

| Category          | Licensees  | Licensees By Net Profit |            |            | Average Net Profit |
|-------------------|------------|-------------------------|------------|------------|--------------------|
|                   |            | <0%                     | 0-15%      | >15%       |                    |
| \$0-50,000        | 21         | 4                       | 6          | 11         | 6.9%               |
| 50,000-100,000    | 46         | 1                       | 22         | 23         | 17.9%              |
| 100,000-150,000   | 43         | 3                       | 25         | 15         | 15.3%              |
| 150,000-200,000   | 35         | 3                       | 16         | 16         | 15.6%              |
| 200,000-250,000   | 23         | 0                       | 11         | 12         | 18.9%              |
| 250,000-300,000   | 14         | 0                       | 6          | 8          | 18.1%              |
| 300,000-500,000   | 29         | 1                       | 10         | 18         | 22.2%              |
| 500,000-1,000,000 | 14         | 1                       | 7          | 6          | 14.1%              |
| \$1,000,000+      | 5          | 1                       | 1          | 3          | 12.4%              |
| <b>TOTALS</b>     | <b>230</b> | <b>14</b>               | <b>104</b> | <b>112</b> | <b>16.8%</b>       |

### Charitable Ticket Lotteries

The wager on charitable ticket lotteries fell 10.5 per cent to \$30.1 million this year, compared to \$33.7 million last year.

Prizes awarded in charitable ticket lotteries decreased 7.0 per cent to \$15.5 million in 2009/2010, and accounted for 51.4 per cent of total charitable ticket lotteries wager.

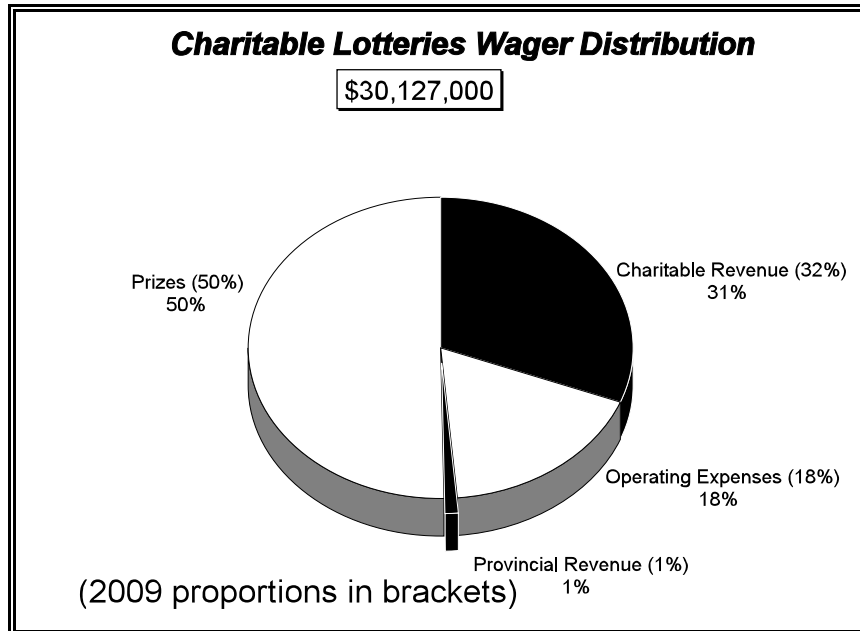
Charitable revenue declined 15.6 per cent to \$9.1 million this year, from \$10.8 million in 2008/2009. Provincial revenue amounted to \$330 thousand this year, down 7.0 per cent from \$355 thousand last year. Charitable revenue represented 30.1 per cent of total charitable ticket lotteries wager, while the province realized 1.1 per cent.

At \$5.2 million, operating expenses for charitable ticket lotteries this year decreased 11.2 per cent from \$5.9 million in 2008/2009. Operating expenses accounted for 17.4 per cent of the total charitable ticket lottery wager in 2009/2010, compared to 17.5 per cent last year.

#### Charitable Lotteries Wager Distribution

(\$ thousands)

|                           | 2010         | 2009         | Change       |
|---------------------------|--------------|--------------|--------------|
| Total Wager               | \$30,127     | \$33,658     | -10.5%       |
| Prizes                    | 15,491       | 16,663       | -7.0%        |
| Net Revenue               | \$14,636     | \$16,995     | -13.9%       |
| Operating Expenses        | 5,228        | 5,887        | -11.2%       |
| Charitable Revenue        | 9,078        | 10,753       | -15.6%       |
| <b>Provincial Revenue</b> | <b>\$330</b> | <b>\$355</b> | <b>-7.0%</b> |



In 2009/2010, financial reports were received from 958 charitable ticket lottery licensees, compared to 1,043 last year. Of the 958 charitable ticket lotteries, 890 (92.9 per cent) reported ticket sales of \$50 thousand or less. Conversely, 14 (1.5 per cent) ticket lotteries reported sales of over \$300 thousand, totalling \$17.8 million, or 59.2 per cent, of the total charitable ticket lotteries wager.

**Charitable Lotteries Licensees Grouped By Wager**

| <b>Category</b>   | <b>Licensees</b> | <b>%</b>      | <b>Wager<br/>(\$ thousands)</b> | <b>%</b>      |
|-------------------|------------------|---------------|---------------------------------|---------------|
| \$0-50,000        | 890              | 92.9%         | \$6,634                         | 22.0%         |
| 50,000-100,000    | 34               | 3.5%          | 2,361                           | 7.8%          |
| 100,000-150,000   | 9                | 0.9%          | 1,046                           | 3.5%          |
| 150,000-200,000   | 7                | 0.7%          | 1,179                           | 3.9%          |
| 200,000-250,000   | 0                | 0.0%          | 0                               | 0.0%          |
| 250,000-300,000   | 4                | 0.4%          | 1,063                           | 3.5%          |
| 300,000-500,000   | 8                | 0.8%          | 3,116                           | 10.3%         |
| 500,000-1,000,000 | 2                | 0.2%          | 1,084                           | 3.6%          |
| \$1,000,000+      | 4                | 0.4%          | 13,644                          | 45.3%         |
| <b>TOTALS</b>     | <b>958</b>       | <b>100.0%</b> | <b>\$30,127</b>                 | <b>100.0%</b> |

| Province | <b>CANADIAN JURISDICTIONAL<br/>GAMING COMPARISON</b><br>Agencies Involved  | Casinos | VLTs | Internet |
|----------|--|---------|------|----------|
| NL       | <b>Department of Government Services, Trade<br/>Practices Division</b><br>Atlantic Lottery Corporation                     |         | ✓    | ✓        |
| PE       | <b>PEI Lotteries Commission</b><br><b>Department of Consumer Services</b><br>Atlantic Lottery Corporation                  | ✓       | ✓    | ✓        |
| NS       | <b>Nova Scotia Alcohol and Gaming Division</b><br>Nova Scotia Gaming Corporation<br>Atlantic Lottery Corporation           | ✓       | ✓    | ✓        |
| NB       | <b>New Brunswick Gaming Control Branch</b><br>NB Lotteries and Gaming Corporation<br>Atlantic Lottery Corporation          |         | ✓    | ✓        |
| QC       | <b>Régie des alcools, des courses et des jeux</b><br>Loto-Québec   | ✓       | ✓    |          |
| ON       | <b>Alcohol and Gaming Commission of Ontario</b><br>Ontario Lottery and Gaming Corporation                                  | ✓       |      |          |
| MB       | <b>Manitoba Gaming Control Commission</b><br>Manitoba Lotteries Corporation  | ✓       | ✓    |          |
| SK       | <b>Saskatchewan Liquor and Gaming Authority</b><br>Saskatchewan Gaming Corporation<br>Saskatchewan Indian Gaming Authority | ✓       | ✓    |          |
| AB       | <b>Alberta Gaming and Liquor Commission</b><br>Alberta Gaming Research Council   | ✓       | ✓    |          |
| BC       | <b>BC Gaming Policy and Enforcement Branch</b><br>British Columbia Lottery Corporation                                     | ✓       |      | ✓        |
| NT       | <b>Consumer Services, Community Operations</b>   |         |      |          |
| YT       | <b>Consumer Services, Department of Justice</b><br>Yukon Lottery Commission  | ✓       |      |          |
| NU       | <b>Department of Community, Government &amp;<br/>Transportation (Consumer Affairs Section)</b>                             |         |      |          |

**Nova Scotia Labour and Workforce Development  
Alcohol and Gaming Division**

**Halifax**

Torrington Place, 2nd floor  
780 Windmill Road  
P.O. Box 545  
Dartmouth NS B2Y 3Y8

Tel: (902) 424-6160  
Toll Free: 1-877-565-0556  
Fax: (902) 424-6313

**Sydney**

235 Townsend Street  
Sydney NS B1P 5E7

Tel: (902) 563-3495  
Toll Free: 1-877-565-0556  
Fax: (902) 563-3430

[www.gov.ns.ca/lwd/agd/](http://www.gov.ns.ca/lwd/agd/)

