

FINAL MINUTES

Charitable Gaming Board
Department of Agriculture and Consumer Services (VDACS)
Amvets Post 7
1340 North Liberty Street
Harrisonburg, Virginia
Tuesday, April 4, 2017

CALL TO ORDER

Mr. Bob Sussan called the meeting to order at 10:15 a.m.

Mr. Sussan asked Mr. Michael Menefee to call the roll.

MEMBERS PRESENT:

Mr. Bob Sussan, Chair
Mr. Randy Green
Ms. Amy Solares

MEMBERS ABSENT:

Ms. Tanya Conrad, Vice-Chair
Chief Humberto Cardounel, Jr.
Mr. James Corrigan
Mr. Nicholas Curry
Mr. Samuel Kaufman
Mr. Charles Lessin
Mr. James Lewis

VDACS STAFF PRESENT:

Mr. Larry Nichols, Director, Consumer Protection
Mr. Michael Menefee, Program Manager, Office of Charitable and Regulatory Programs

OFFICE OF THE ATTORNEY GENERAL STAFF PRESENT:

Mr. Josh Laws, Assistant Attorney General, Office of the Attorney General

Mr. Menefee informed Mr. Sussan that a quorum was not present.

APPROVAL OF MINUTES

Since a quorum was not present, Mr. Sussan informed members that the approval of the draft minutes for the January 24 and January 25, 2017, Board meetings were deferred until the next Board meeting.

REPORT FROM BOARD MEMBERS

Mr. Sussan asked that the survey results compiled earlier by the Curry-Lewis workgroup be included in the minutes. Mr. Sussan further asked the members whether they had any reports that needed to be brought before the Board. With no remarks from members, Mr. Sussan informed members there were no reports before the Board.

PROGRAM MANAGER’S REPORT

Mr. Sussan asked Mr. Menefee for an operational update on the Office of Charitable and Regulatory Programs. Mr. Menefee reported to the members that General Assembly recently concluded its 2017 session. Mr. Menefee provided a brief synopsis on the following legislative bill:

Legislative Bill No.	Patron	Outcome
House Bill 2176	Hodges	Failed
House Bill 2177	Hodges	Passed
House Bill 2178	Hodges	Passed
House Bill 2284	Yost	Failed
House Bill 2374	Knight	Passed
Senate Bill 1400	Lucas	Failed
Senate Bill 1509	Cosgrove	Passed
Senate Bill 1512	Surovell	Passed

Mr. Sussan asked members whether they had any questions for Mr. Menefee and with no questions, Mr. Sussan moved onto old business.

OLD BUSINESS

Mr. Sussan asked members whether they had any old business for the Board to discuss and with no further comments, Mr. Sussan moved onto new business.

NEW BUSINESS

Mr. Sussan asked members whether they had any new business for the Board to discuss and with no further comments; Mr. Sussan stated that he is interested in the formation of another workgroup, which will be tasked with defining what constitutes as a qualified organization’s social quarters for charitable gaming purposes and with a quorum not being present, that decision will be deferred until the next Board meeting.

With no further comments from members, Mr. Sussan moved onto the public hearing.

PUBLIC HEARING

Mr. Sussan asked the public in attendance whether any comments needed to be brought before the Board on the final amendments to 11VAC15-40, *Charitable Gaming Regulations*, to increase the number of electronic pull-tab devices in a qualified organization's social quarters from five devices to nine devices. Mr. Dennis Henline from Elks Lodge 2382 had several questions related to the final amendments. Mr. Neal Blankenship from Moose International stated several lodges voiced their comments to him about their support for the final amendments.

With no further comments from members, Mr. Sussan moved onto the next item on the agenda.

NEXT BOARD MEETING

Mr. Sussan informed members that the next Board meeting will be in June at Virginia Beach.

PUBLIC COMMENT

Mr. Sussan asked the public in attendance whether any comments needed to be brought before the Board. Mr. Bob Jekanowski from Powerhouse Gaming offered his thoughts to the Board on defining what constitutes as a qualified organization's social quarters for charitable gaming purposes. Mr. Wes Crowder from the Virginia Charitable Gaming Council offered his comments to the Board on the purpose of the council and its desire to work with the Board to better the industry. Ms. Jo Ann Davis from Amvets Post 7 offered her thoughts on "bar bingo," which is bingo being conducted in a qualified organization's social quarters.

Mr. Sussan introduced Ms. Amy Solares, who was appointed recently by the Governor, to the Board.

With no comments from the public and there being no further business, the Board adjourned at 10:53 a.m.

Respectfully submitted,

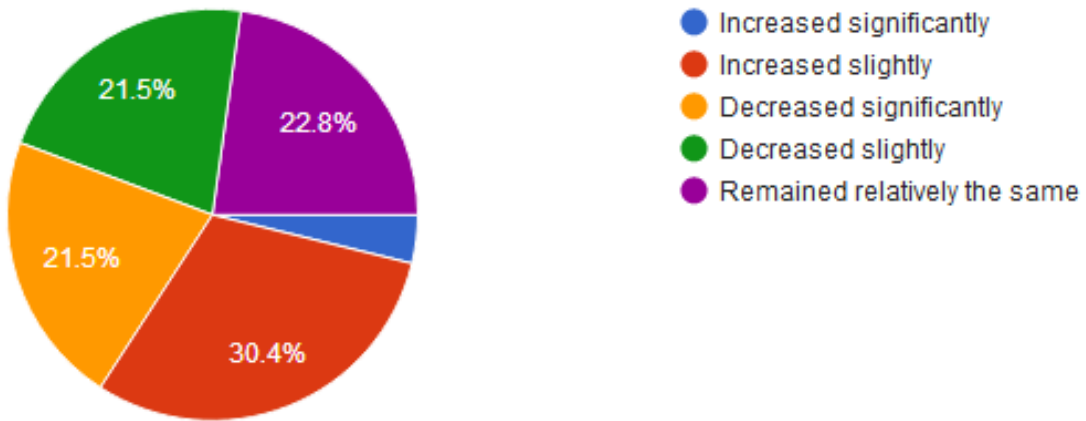
Michael Menefee
Program Manager
Office of Charitable and Regulatory Programs

GAME OPERATOR SURVEY RESULTS
2016-2017
Curry-Lewis Workgroup

GAME CHALLENGES:

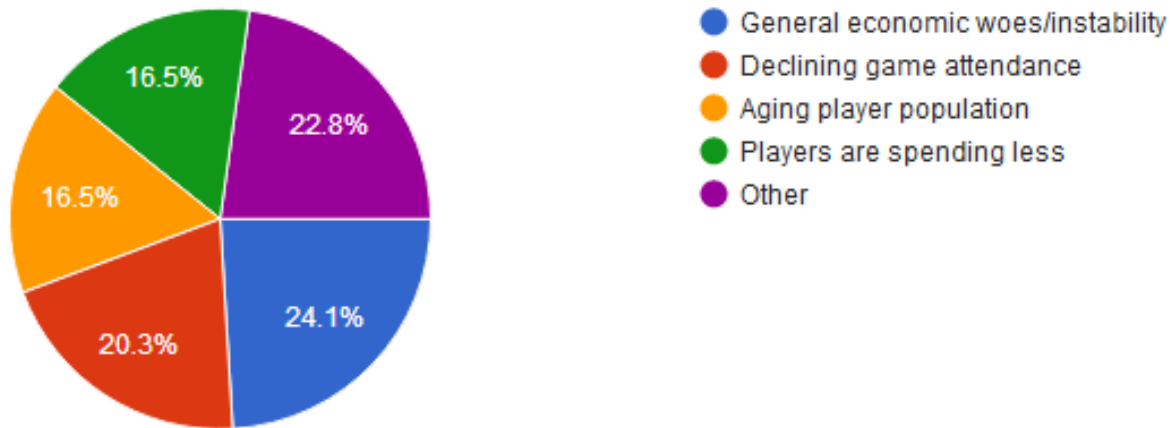
Over the last two years, has your game attendance?

84 Total Responses



What is the greatest challenge facing your charitable game?

79 Total Responses



What would you attribute this increase/decrease to?

67 Total Responses*

21 Responses: Economy/Cost of Living (+/-)

10 Responses: Competition (+/-)

9 Responses: New Games/Progressive Games

7 Responses: Worker/Volunteer Attitude (+/-)

6 Responses: Younger vs. Older Players

5 Responses: Larger Payouts/Jackpots (+/-)

4 Responses: Advertisement

3 Responses: No Smoking

1 Response: Parking, People Bringing Friends, Word of Mouth, Incentive Limits, Prices, Loyal Players, and Larger Venue

*Respondent Responses Summarized

What is the most important capacity missing that would help make your game more successful?

65 Total Responses

29 Responses: Advertising/Bringing in New/Younger Players*

24 Responses: Ability to Play New Games*

8 Responses: Game Coaching*

- 6 Responses: Ability to Give Higher Payouts
- 3 Responses: Ability to Give More Incentives
- 2 Responses: Better Volunteers, Management Support, Lower Use of Proceeds
- 1 Response: Smaller venues, Ability to Track Use of Proceeds, New Ideas, Ability to Give Free Food

*Denotes an Example Provided in the Survey

REGULATORY SUPPORT:

The Office of Charitable and Regulatory Programs has several tools for game operators, please indicate any that you've used AND found helpful. 32 Total Responses

- 68.6% of the Total Response – Formatted Excel Sheet for Tracking Profit and Losses
- 34.4% of the Total Response – Gaming Coach
- 25% of the Total Response – Online Gaming Calendar

If the Office of Charitable and Regulatory Programs were to add additional capacity to support game operators, what capacities would be beneficial. 69 Total Responses

- 56.5% of the Total Response – Promotional Support
- 53.6% of the Total Response – Compliance Support
- 50.7% of the Total Response – Bookkeeping Support
- 30.4% of the Total Response – Gaming Coaches
- 2.9% of the Total Response – Other

What, if any, regulations could be changed to enhance your charity efforts? 47 Total Responses

- 7 Responses – Net vs. Gross Income
- 5 Responses – Larger Payouts
- 3 Responses – More Games (e.g. Winner-Take-All), Increased Incentives (e.g. door prizes), and None
- 1 Response – Several

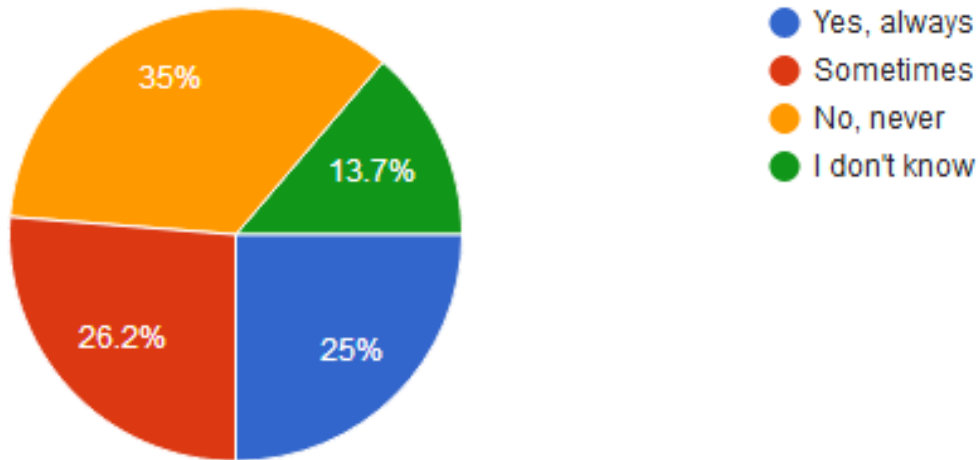
PROMOTIONAL SUPPORT:

What advertising does your organization do for its regular bingo games? 71 Total Responses

- 63.4% of the Total Response – Facebook Post
- 59.2% of the Total Response – Paid Advertisement
- 35.2% of the Total Response – Flyers
- 33.8% of the Total Response – Post to Community Calendar
- 32.4% of the Total Response – Post to Community Board
- 9.9% of the Total Response – Engaging Community Leaders/Influencers
- 8.5% of the Total Response – Public Service Announcement
- 7% of the Total Response – Twitter Posts

Is your game posted to your local community calendars?

80 Total Responses



GAME SIZE & LOCATION:

For an average game, what is your player attendance?

80 Total Responses*

- 18 Responses – 20 to 60 Players
- 32 Responses – 60 to 100 Players
- 16 Responses – 100 to 150 Players
- 6 Responses – 175 to 200 Players
- 2 Responses – 200 to 250 Players
- 1 Response – 300+ Players

*Reported as the Number of Player Attendees, Respondent Input Summarized

For an average game, how many staff/volunteers are responsible for operating the game?

80 Total Responses*

- 8 Responses – 3 to 5 Staff/Volunteers
- 35 Responses – 6 to 10 Staff/Volunteers
- 18 Responses – 10 to 20 Staff/Volunteers
- 1 Response – 30 Staff/Volunteers

*Reported as Number of Staff/Volunteers, Respondent Input Summarized

In what zip code is your game operated?

19 Total Response*



*This question was added after several surveys were submitted.

COMMUNICATION:

What's the most effective way to share resources with you, as a game operator?

82 Total Responses

- 91.5% of the Total Response – Email
- 29.3% of the Total Response – Postal Mail
- 20.7% of the Total Response – Public Posting
- 19.5% of the Total Response – Phone Call