

Charitable Gaming

THE VIEW



On-Line @ www.cgao.ca

Information: Resource: Reference

- 982 – Canadian Gaming Summit - 2012
- 983 – AGCO Changes – Registration Structure
- 984 – Responsible Gaming
- 985 – Web Site Change
- 986 – Delta Gaming Group – Ride For Cancer

982 – Canadian Gaming Summit - 2012

The Canadian Gaming Summit (2012) kicked off in Niagara Falls and although there were numerous items on the agenda reflecting the Canadian Gaming scene, the top of mind issue is the potential opportunities under the *Modernization of Gaming & Lottery in Ontario*.

The OLG Senior Executive Management Team, led by the CEO *Mr. Rod Philips*, has been out in force explaining what this means and how Commercial Gaming [Private Sector] Companies can get engaged within the opportunities.

Although the OLG has set out a broad framework through the RFI process, they are looking (and may I say encouraging) for feedback from any interested party on how it could be improved and deployed in the market. This may be a new approach in Ontario but in British Columbia, for example, there has been a *Service Provider Solution* in operation on the gaming side of the business. The difference is that OLG are going *further and bolder* with the RFI on Gaming & Lottery.

It must be pointed out that while the OLG are taking the spotlight at this Summit, our Regulator (*AGCO*) is also going through a modernization initiative with the *Risk Base Regulation and Registration* initiative. This is well underway and is gaining traction as it is phased in through the various business channels. It is reflective of the strategic thinking of the CEO, *Mr. Jean Major*, who has been leading change and re-configuring the *AGCO* to meet the challenges of today and the future.

The Charitable portion of the summit, which is headed by the *OCGA*, was once again well attended and received well by the attendees. In Ontario there is tremendous interest in the changes that are underway within the Charitable Gaming space. A well-structured program was put together that covered a broader range of issues and subject matter.

However, what was most interesting was the keynote speech of Mr. Tom Marinelli, a Senior Executive of the OLG, who spoke of the changes that are underway with the Revitalization of the Charitable Sector, the value of supporting locally based Community Charities and engaging with the Private Sector. Contained in his speech was the need to be more responsive to the *consumer* and delivering an entertainment experience as the driver of the business while the Charities remain the beneficiaries on the net revenue. I wish to acknowledge the contribution of this individual [Mr. Tom Marinelli] who, along with his numerous other responsibilities, has ensured that the value of Charitable Gaming is profiled and acknowledged by the OLG Senior Executive.

It was encouraging to see numerous CGAO Members engaged in presenting and I would like to directly thank *Mr. Peter Howard, Mr. Tony Rosa, Mr. Tom Aikins, Mr. Cam Johnstone and Mr. Michael Orser* for their contributions to the conference.

983 – AGCO Changes – Registration Structure

Please find enclosed information on the registration structure in Ontario. The key element here is that the registration structure is being streamlined to be more reflective of the changes in the gaming landscape in the province. The whole approach is of a '*phase in*' and as renewals come up, you will likely be moved over to the new system. The current fee structure will remain unchanged and as the new system takes hold, it will speed up the process as it goes forward.

This is *constructive change* and fits into the overall strategy of a *Risk Based Approach* to Registration and Regulation. If you have any questions after reading the enclosed information you can contact myself [Peter McMahon] or the AGCO via Ms. Kathy Klas – Director of Sector Liaison Branch at kathy.klas@agco.ca.

Please refer to and take the opportunity to read through the enclosed materials.

984 – Responsible Gaming

I once again wish to highlight and bring profile to this important subject matter. It is essential that all the Charitable Gaming Centres provide the customer access to *Responsible Gaming Information* that is easily available in the Centre.

This Association (CGAO) has long promoted a *healthy balance* and constructive engagement in the Responsible Gaming practices but always acknowledges that the majority of customers do play responsibly.

Should you need any materials, please contact our Administrator *Ms. Sandi Nesbitt* at nesbitt.s@sympatico.ca.

985 – Web Site Change

One of the key initiatives for 2012 has been the review and upgrade of our web site (www.cgao.ca). This was scheduled to be switched over in May 2012 and it will now occur in the first week of July 2012.

It is designed to be *clear, crisp and concise*. This will also see a change in the layout of our newsletter – *the View*, which will be integrated into our internet platform.

986 – Delta Gaming Group – Ride For Cancer

I wanted to take this opportunity to acknowledge and highlight an amazing initiative that was undertaken by *Team Delta* last weekend. This has now become an annual event for the *Delta Gaming Group* where they engage in the *Ride For Cancer* bicycle race.

Team Delta is headed up by the Senior Vice President-Operations, *Mr. Cam Johnstone*, whose drive and energy once again secured a tremendous result with the Team raising roughly **\$C24k** for the Ride of Cancer initiative.

Cam Johnstone and his Team deserve full praise for their contribution to this important initiative. This is another clear indication of the private sectors commitment to community projects. The individual and the Company [Delta Gaming Group] deserve our acknowledgement and praise. Well Done!

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Information: Resources: Reference

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