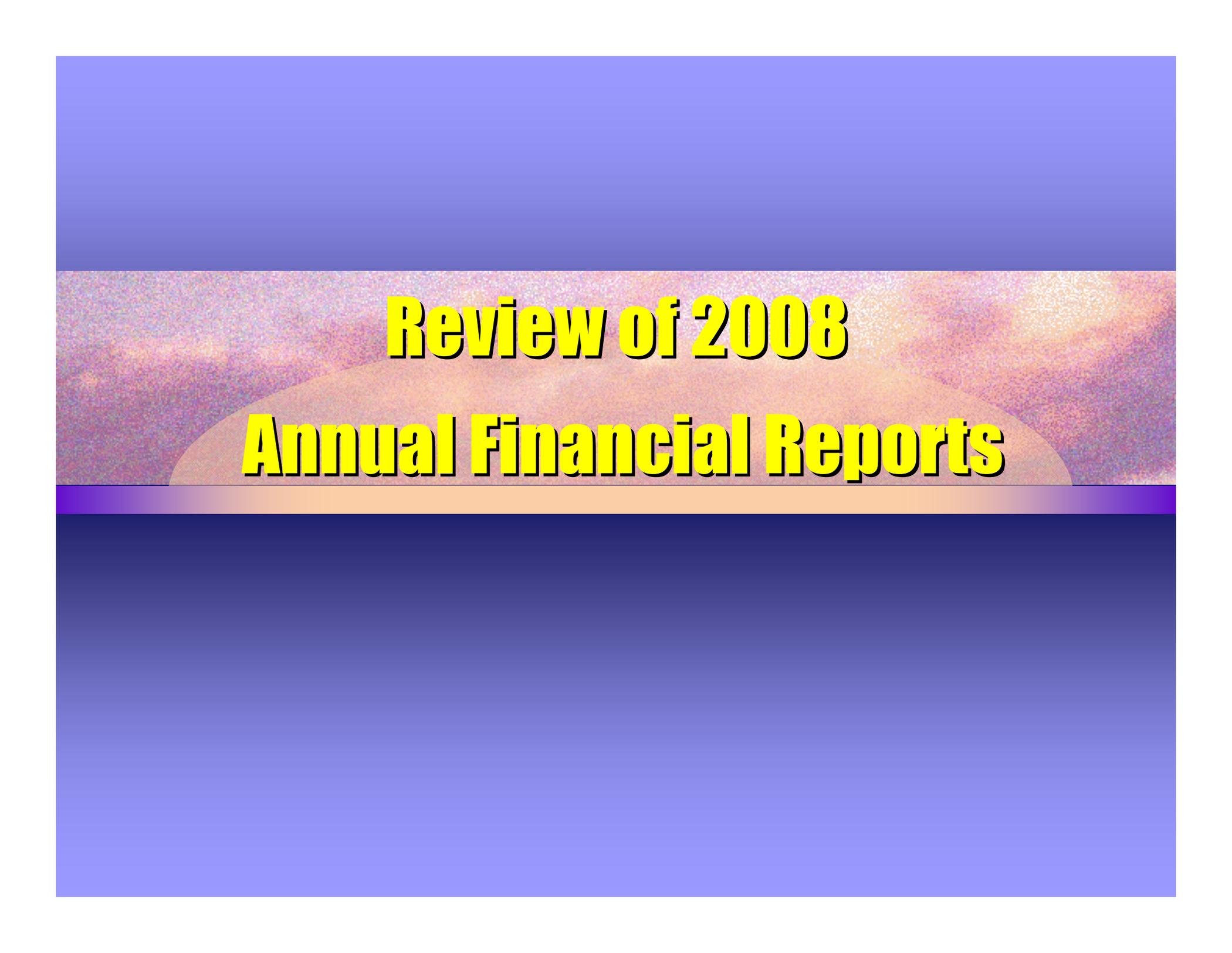


Virginia Charitable Gaming
May 11, 2009

Department of Agriculture
and Consumer Services
Division of Charitable Gaming



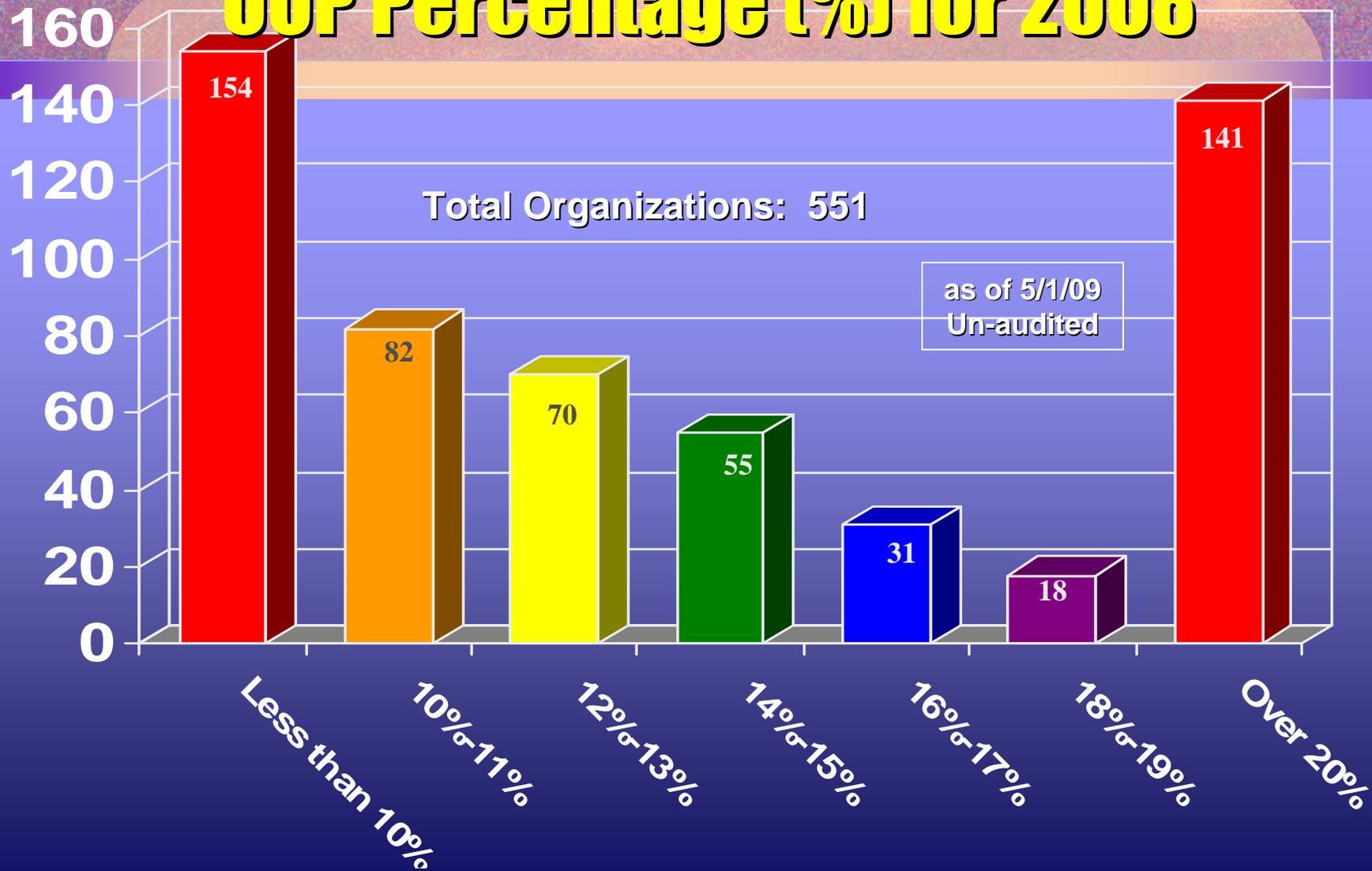
Review of 2008
Annual Financial Reports

Review of 2008 Annual Financial Reports

- **551 Organizations reporting**
- **Gross Receipts \$297 million**
- **Total Use of Proceeds \$38.9 million**
- **Use of Proceeds 13.1% of Gross Receipts**

Reporting as of
5/1/09 un-audited

Range of UOP Percentage (%) for 2008



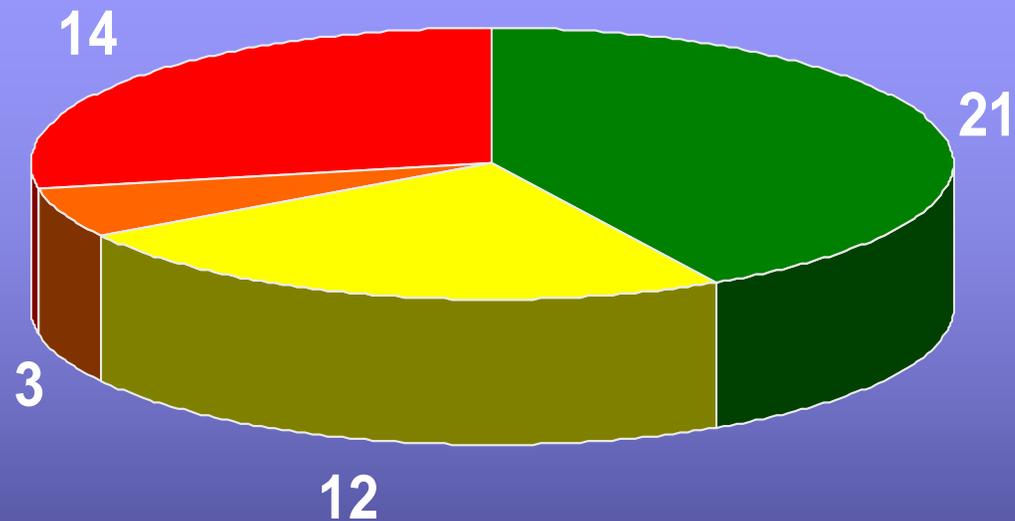
Analysis of the Annual Financial Reports of Organizations not achieving 10% UOP

53 organizations did not generate sufficient revenue from charitable gaming sales to meet 10% UOP.

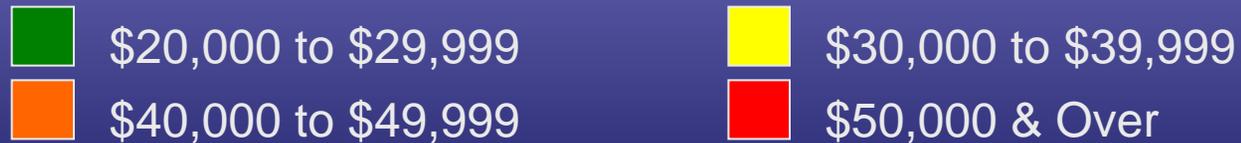
The other 101 had sufficient revenue, however, they did not use charitable gaming funds for UOP purposes.

**As of 5/1/09
Un-audited**

Organizations Reporting Excessive Funds in Their Gaming Bank Account



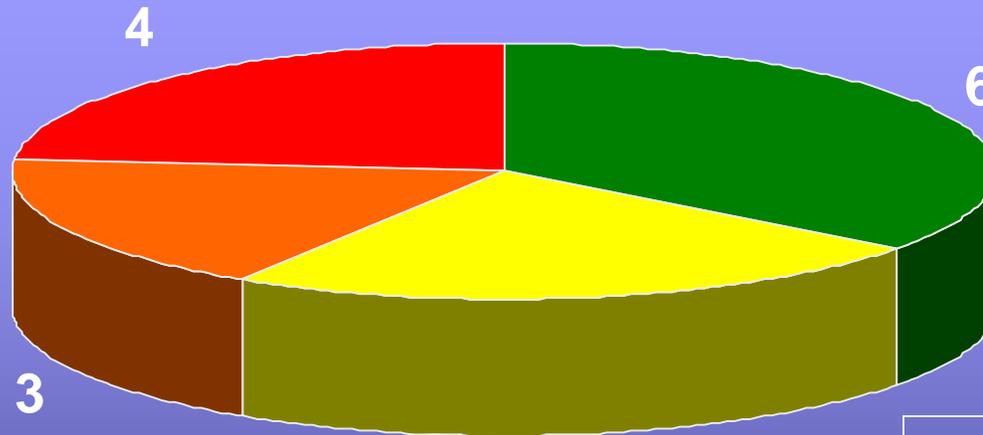
As of 5/1/09
Un-audited



Total = 50

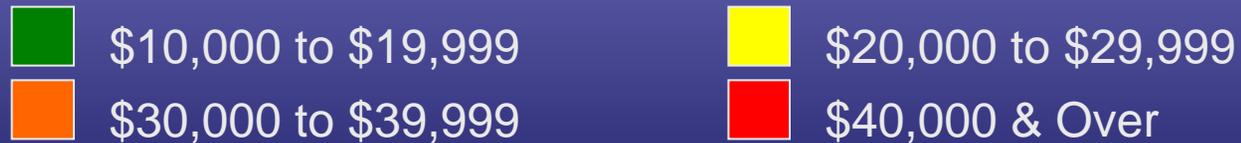
Organizations Reporting Excessive Cash Shortages

(Sales-Prizes=Deposit)



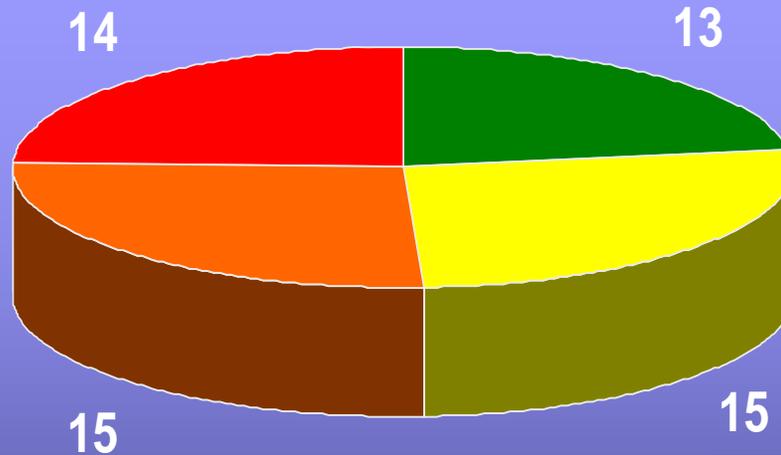
As of 5/1/09
Un-audited

Over \$822,000
Cash shortages
reported for 2008



Total = 17

Organizations less than 10% UOP with Non-Gaming and Non-Charitable Disbursements



As of 5/1/09
Un-audited

Over \$2.7million of
non-gaming/non-charitable
disbursements reported for 2008



Total = 57

Analysis of the Annual Financial Reports of Organizations not achieving 10% UOP

- Of the 53 organizations that did not generate sufficient revenue to meet 10% UOP
- 31 paid out more in bingo prizes than they reported as bingo sales
- 15 paid out more than 90% of bingo sales for prizes. (Statewide average is 83.5%)
- 7 had bingo hall rent higher than the state average

As of 5/1/09
Un-audited

Bingo Hall Rental

**State wide average for the 150
organizations that rented
7.4% of sales**

**Tidewater average for the 73
organizations that rented
8.4% of sales**

Costs to Game in Own Facility

- **Purchase and maintain bingo equipment**
- **Purchase and maintain tables and chairs**
- **Utility costs and bingo related repairs**
- **Janitorial cleaning and bathroom supplies**
- **Liability insurance**

Owning versus Renting

**Organizations gaming in commercial bingo halls
average \$1 million in sales**

**Organizations gaming in their own facility
average \$½ million in sales**

Compare Past Sales and Use of Proceeds

Total Amount of Sales & Use of Proceeds For All Charitable Gaming Organizations

\$ in Millions



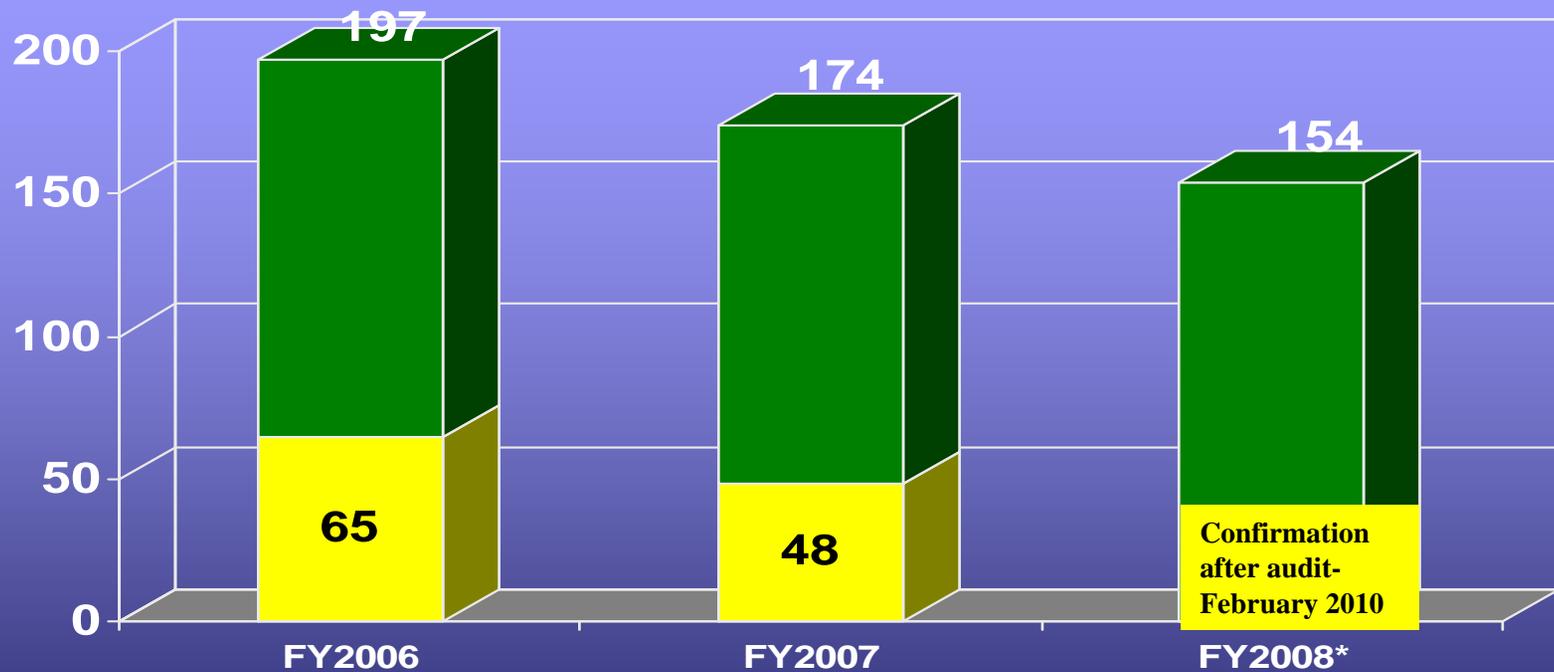
UOP %	FY2005	FY2006	FY2007	FY2008*
	13.5%	13.5%	13.0%	13.0%*

 Gross Receipts  Use of Proceeds

*as of 5/1/09
Un-audited

Number of Organizations reporting less than 10% minimum Use of Proceeds

\$ in Millions



Sufficient funds
for 10% UOP



Failed to make
10% Profit

*as of 5/1/09
Un-audited