

2016-17 SUMMARY OF RESULTS

INDUSTRY AT A GLANCE



\$6.6m

Prevention, Education
and Treatment



\$21.7m

Wages and Benefits



\$144.6m

Payment to Province



\$38.1m

Retailer Commissions



\$3.6m

Support4Sport Funding



\$2.3m

Support4Culture Funding

FUNDING WHAT MATTERS

At the Nova Scotia Provincial Lotteries and Casino Corporation (NSPLCC), we strive to live up to the high expectations we know Nova Scotians have for us. And we don't take that lightly. We manage the business of gaming in a way that balances social responsibility and economic sustainability.

In doing so, we have a strong commitment to corporate social responsibility and to proactively represent the public's best interest in all decision-making. Our 2016-17 results show 84% of Nova Scotians support our commitment to responsible gambling, up from 80% the previous fiscal year. We believe that if we do our very best in setting this bar high, we will continue to earn the trust of the people to whom we are accountable.

We are proud that 100% of gaming profits are funding what matters to Nova Scotians, by helping to fund important programs and services including healthcare, roads, schools, the cultural sector and sports.

In 2016-17, the Payment to Province is
\$144.6 million.

This is equivalent to building 9 schools,
twinning 41 kms of 100-series highway or
paving 403 kms of secondary highway.

ECONOMIC IMPACT OF THE GAMING INDUSTRY

1,060 ticket lottery
retailers and 292
video lottery retailers

\$38.1 million
in commissions

\$21.7 million
in wages and
benefits earned by

517 employees
in Nova Scotia



RESPONSIBLE

- Delivered a comprehensive suite of 11 responsible gambling programs, including working with Atlantic Lottery Corporation (ALC) and Casino Nova Scotia (CNS) to deliver Responsible Gambling Training for staff.
- Marked the 15th annual Responsible Gambling Awareness Week, *Balance is the Name of the Game*. The campaign achieved 100% of its objectives including exceeding its goal on the percentage of Nova Scotians that support regulated gambling.
- Contributed to causes important to Nova Scotians through three hallmark community programs. Over 75% of Nova Scotians say they support these programs.
 - **Support4Sport**, a designated ticket lottery program, makes meaningful impacts to sport. Since its inception, the program has contributed nearly \$35 million to support amateur athletes, coaches, officials, and community sport organizations, and over 125,000 Nova Scotians benefit each year;
 - Another designated lottery program is **Support4Culture**, which supports arts, culture, and heritage in communities across Nova Scotia. Introduced in 2013, this program has contributed more than \$8 million to date for 360 aspiring and established artists and community arts, culture and heritage organizations; and,
 - NSPLCC supported 14 Monte Carlo nights through the **Support4Communities** program for a variety of important community causes, including the Mulgrave Volunteer Fire Department, Pictou County Special Olympics, and the Sydney YMCA, raising more than \$116,000 for other good causes across the province.

SUSTAINABLE

- Offered five free Spotlight on Monte Carlo seminars for community organizations and volunteers in Kentville, Yarmouth, Dartmouth, Port Hawkesbury and Stellarton, and two day-long Spotlight on Bingo seminars in Sydney and Halifax. The seminars helped community organizations with their grassroots fundraising efforts.
- Revitalized the Sydney casino in June 2016 with a \$1 million investment by Great Canadian Gaming Corporation (GCGC). This resulted in higher visitation for the casino with a refreshed gaming floor and renovated restaurant as well as an expansion of the Ceilidh Room that has enhanced entertainment options.
- Replaced 750 Blast terminals with new offerings through a phased rollout plan. An additional 141 VLTs have been retired through attrition since 2011.

ACCOUNTABLE

- Maintained shareholder and stakeholder support through regular meetings and communications:
 - Delivered quarterly, financial and community reports to our shareholder;
 - Provided updates on strategic and operational matters to the Minister responsible for Part I of the *Gaming Control Act*; and,
 - Held regular meetings with operators as well as discussions with stakeholder groups.
- Reported 173 incidents related to Section 24(1)(e) of the *Gaming Control Act*, down from 209 the year prior. Most incidents were resolved through prescribed procedures, while 13 incidents that occurred in the fourth quarter remain open.
- Continued strong community support, including the following:

Prevention, education & treatment \$6.6 million	Retailer commissions \$38.1 million	People directly employed in sector 517	Community programs 6
Support4Communities \$58,000	Harness Racing Industry \$1 million	Support4Sport \$3.6 million	Support4Culture \$2.3 million
Exhibition Association of Nova Scotia \$50,000	Sport Nova Scotia \$100,000	Cultural Federation of Nova Scotia \$50,000	

