

2013-14 Summary of Results



The Industry at a Glance

Prevention, Education
and Treatment \$5.7 m

Wages and Benefits \$21 m

Payment to Province \$123.3 m

Earned Retailer
Commissions \$34.3 m

Support4Sport Funding \$3.1 m

Support4Culture Funding \$2 m

Delivering Economic Results

We believe in going the extra mile to do things right. Whether it's offering innovative responsible gambling programs or cultivating partnerships through our *Support4Communities*, we take great pride in our job. Along with our operators, Atlantic Lottery and Casino Nova Scotia, we reach almost every community in the province with entertainment for adult Nova Scotians and our visitors. You could say we fundraise on a large scale - 100% of profits from gaming go directly to help fund important programs and services. In 2013-14, the Payment to Province was \$123.3 million. This is equivalent to building nine schools, twinning 41 kms of 100-series highway or paving 379 kms of secondary highway.

Economic Impact of the Gaming Industry

1,091 ticket lottery retailers and 322 video lottery retailers earned \$34.3 million in commissions.

\$21 million in wages and benefits earned by approximately 538 employees who are directly employed in Nova Scotia's gaming industry.

Responsible

- Successfully delivered a comprehensive suite of responsible gambling programs including:
 - 12th annual Responsible Gambling Awareness Week
 - Interactive Community Education Display on Responsible Gambling
 - *GamTalk*
 - My-Play System
 - Mobile Access to Responsible Gambling Information (M.A.R.G.I.)
 - Ticket Lottery Retailer Responsible Gambling Training*
 - Video Lottery Retailer Responsible Gambling Training*
 - NSPLCC Employee Responsible Gambling Training
 - NSPLCC Responsible Gambling Training
 - Responsible Gambling Resource Centres at Casino Nova Scotia
 - Responsible Gambling Resource Website
 - Casino Nova Scotia Employee Responsible Gambling Training under Video Lottery Retailer Responsible Gambling Training.
- Completed 469 Responsible Gambling Assessments, of which 460 were approved, six modified and three declined.

Progressive

- Launched the *Support4Culture* program to raise important funds for arts, culture and heritage in the province. Profits from *Support4Culture* are reinvested to help grow the creative economy with an annual contribution of two million dollars.

- Introduced a new way for players to validate tickets at retail in partnership with Atlantic Lottery. In addition to the self-ticket checkers located at all retail locations, players can now ask their retailer to use the scanner to validate the ticket, while they hold on to it. To complete the validation process all the player needs to do is ask the retailer to "Wand it!"

Accountable

- Maintained shareholder / stakeholder support and communications:
 - Delivered quarterly, financial and community reports to the shareholder
 - Provided updates on strategic / operational matters to the Minister responsible for Part I of the *Gaming Control Act*
 - Held regular meetings with operators
 - Conducted meetings / discussions with stakeholder groups
- Reported 178 incidents related to Section 24 (l)(e) of the *Gaming Control Act*. Two incidents remain open and the remainder were resolved through prescribed procedures.
- Continued strong community support, including the following:
 - Prevention, education and treatment . . \$5.7 million
 - Retailer commissions \$34.3 million
 - Number of people directly employed in sector . . 538
 - Community Programs:
 - Harness Racing Industry. \$1 million
 - *Support4Sport* \$3.1 million
 - *Support4Culture*. \$2 million
 - *Support4Communities*. \$88,000
 - Sport Nova Scotia \$100,000
 - Exhibition Association of Nova Scotia . . \$50,000
 - Cultural Federation of Nova Scotia \$50,000

* Training delivered by Atlantic Lottery on behalf of Nova Scotia Provincial Lotteries and Casino Corporation