| Report Year | 2014 | 2015 | 2016 | 2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qtr |  |  |  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | CY 2017 |
| Licenses | 1,237 | 1,210 | 1,162. | 1159 | 1159 | 1159 | 1159 | 1159 |
| Total Bingo Occasion Reported | 17,684 | 17,485 | 16,007 | 3,798 | 3,828 | 3,619 | 0 | 11,245 |
| Total Players Reported | 1,409,849 | 1,321,280 | 1,252,850 | 298,262 | 281,177 | 264,715 | 0 | 844,154 |
|  |  |  |  |  |  |  |  |  |
| GRAND TOTALS |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Charitable Games | \$116,817,704 | \$127,684,135 | \$124,067,545 | \$36,881,315 | \$31,268,414 | \$24,642,888 | \$179 | \$92,792,796 |
| Profit From Charitable Games of Chance - Before Admin Fees | \$22,482,696 | \$25,384,014 | \$24,680,801 | \$12,148,060 | \$1,609,412 | \$5,187,725 | \$90 | \$19,038,759 |
| Less - Fees Paid to Secretary of State | \$648,956 | \$700,224 | \$676,131 | \$205,266 | \$172,441 | \$133,152 | \$0 | \$510,859 |
| Net Profit Total (\% of Amount Wagered) | 19\% | 20\% | 20\% | $33 \%$ | 5\% | 21\% | 50\% | 21\% |
|  |  |  |  |  |  |  |  |  |
| Charitable games Outside of Bingo Occasions |  |  |  |  |  |  |  |  |
| Bar/Club Pulltab |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Pulltabs | \$16,279,310 | \$16,690,546 | \$17,405,335 | \$4,291,650 | \$4,518,551 | \$3,549,516 | \$0 | \$12,359,717 |
| Less - Bar Pulltab Payouts | \$13,047,343 | \$13,388,310 | \$13,956,469 | \$3,438,361 | \$3,683,512 | \$2,874,798 | \$0 | \$9,996,671 |
| Gross Income From Bar/Club Rooms | \$3,231,967 | \$3,302,236 | \$3,448,866 | \$853,289 | \$835,039 | \$674,718 | \$0 | \$2,363,046 |
| Less - Total Amount Paid for Pulltab Bar Supplies | \$503,678 | \$525,694 | \$546,573 | \$125,504 | \$155,162 | \$92,918 | \$0 | \$373,584 |
| Net Profit Bar/Club Rooms - Before Admin Fees | \$2,728,289 | \$2,776,542 | \$2,902,293 | \$727,785 | \$679,877 | \$581,800 | \$0 | \$1,989,462 |
| Net Profit (\% of Amount Wagered) | 17\% | 17\% | 17\% | 17\% | 15\% | $16 \%$ | 0\% | 16\% |
|  |  |  |  |  |  |  |  |  |
| Raffles |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Raffles | \$16,975,341 | \$25,870,578 | \$26,009,598 | \$11,601,164 | \$6,853,519 | \$3,152,821 | \$179 | \$21,607,683 |
| Less - Raffle Payouts | \$3,766,485 | \$9,804,939 | \$8,883,971 | \$886,910 | \$6,352,423 | \$619,065 | \$89 | \$7,858,487 |
| Gross Income From Raffles | \$13,208,856 | \$16,065,639 | \$17,125,627 | \$10,714,254 | \$501,096 | \$2,533,756 | \$90 | \$13,749,196 |
| Less - Total Amount Claimed for Expenses | \$2,491,361 | \$3,445,541 | \$4,911,694 | \$2,358,022 | \$1,987,629 | \$195,260 | \$0 | \$4,540,911 |
| Net Profit Raffles - Before Admin Fees | \$10,717,495 | \$12,620,098 | \$12,213,933 | \$8,356,232 | -\$1,486,533 | \$2,338,496 | \$90 | \$9,208,285 |
| Net Profit Raffles (\% of Amount Wagered) | 63\% | 49\% | 47\% | 72\% | -22\% | 74\% | 50\% | 43\% |
|  |  |  |  |  |  |  |  |  |
| Progressive Raffles |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Progressive Raffles | \$58,478 | \$185,906 | \$290,284 | \$104,677 | \$109,013 | \$96,571 | \$0 | \$310,261 |
| Less - Progressive Raffle Payouts | \$37,239 | \$95,470 | \$173,327 | \$53,192 | \$103,175 | \$55,121 | \$0 | \$211,488 |
| Gross Income From Progressive Raffles | \$21,239 | \$90,436 | \$116,957 | \$51,485 | \$5,838 | \$41,450 | \$0 | \$98,773 |
| Less - Total Amount for Expenses | \$4,674 | \$2,971 | \$2,308 | \$721 | \$856 | \$3,167 | \$0 | \$4,744 |
| Net Profit Progressive Raffles - Before Admin Fees | \$16,565 | \$87,465 | \$114,649 | \$50,764 | \$4,982 | \$38,283 | \$0 | \$94,029 |
| Net Profit Progressive Raffles (\% of Amount Wagered) | 28\% | 47\% | 39\% | 48\% | 5\% | 40\% |  | 30\% |
|  |  |  |  |  |  |  |  |  |
| Charitable Games at Bingo Occasions |  |  |  |  |  |  |  |  |
| Bingo |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Bingo | \$32,609,599 | \$31,549,568 | \$29,389,123 | \$7,250,285 | \$6,862,535 | \$6,494,251 | \$0 | \$20,607,071 |
| Less - Bingo Cash and Merchandise Payouts | \$26,529,839 | \$25,436,436 | \$23,542,655 | \$5,570,000 | \$5,537,062 | \$5,254,901 | \$0 | \$16,361,963 |
| Less - Bingo Expenses | \$4,111,016 | \$3,808,816 | \$3,622,283 | \$834,669 | \$842,312 | \$779,504 | \$0 | \$2,370,308 |
| Net Profit from Bingo | \$1,968,744 | \$2,304,316 | \$2,224,185 | \$845,616 | \$483,161 | \$459,846 | \$0 | \$1,874,800 |
| Net Profit from Bingo(\% of Amount Wagered) | 6.0\% | 7.3\% | 7.6\% | 11.7\% | 7.0\% | 7.1\% | 0.0\% | 9.1\% |
|  |  |  |  |  |  |  |  |  |
| Pultabs at Bingo Occasions |  |  |  |  |  |  |  |  |
| Gross Amt Wagered on Pultabs at Bingo | \$41,247,634 | \$43,412,357 | \$40,834,541 | \$10,258,230 | \$9,516,291 | \$8,164,742 | \$0 | \$27,939,263 |
| Less - Pulltab Payouts | \$32,058,656 | \$33,929,053 | \$31,878,269 | \$7,999,891 | \$7,411,532 | \$6,338,233 | \$0 | \$21,749,656 |
| Less: Pulltab Supplies | \$1,369,647 | \$1,410,239 | \$1,381,223 | \$342,348 | \$334,935 | \$283,771 | \$0 | \$961,054 |
| Less - Pulltab Expenses | \$5,198,761 | \$5,238,473 | \$5,031,900 | \$1,180,950 | \$1,168,035 | \$980,013 | \$0 | \$3,213,686 |
| Net Profit from Pulltabs | \$2,620,570 | \$2,834,592 | \$2,543,149 | \$735,041 | \$601,789 | \$562,725 | \$0 | \$2,014,867 |
| Net Profit from Pulltabs (\% of Amount Wagered) | 6.4\% | 6.5\% | 6.2\% | 7.2\% | 6.3\% | 6.9\% | 0.0\% | 7.2\% |
|  |  |  |  |  |  |  |  |  |
| Progressive Pulltabs at Bingo Occasions |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Progressive Pulltabs | \$152,310 | \$124,125 | \$715,239 | \$966,338 | \$1,119,287 | \$1,099,372 | \$0 | \$3,184,997 |
| Progressive Pulltab Payouts | \$109,023 | \$94,454 | \$504,538 | \$682,625 | \$791,037 | \$759,551 | \$0 | \$2,233,213 |
| Gross Profits - Progressive Pulltabs | \$43,287 | \$29,671 | \$210,701 | \$283,713 | \$328,250 | \$339,821 | \$0 | \$951,784 |
| Less: Prog Pulltab Supplies | \$5,531 | \$7,386 | \$24,780 | \$30,967 | \$33,651 | \$35,608 | \$0 | \$100,226 |
| Less: Other Prog Pulltab Expenses | \$19,083 | \$15,073 | \$88,802 | \$111,247 | \$137,382 | \$131,958 | \$0 | \$366,351 |
| Net Profits from Progressive Pulltabs at Bingo Occasions | \$18,673 | \$7,212 | \$97,119 | \$141,499 | \$157,217 | \$172,255 | \$0 | \$485,207 |
| Net Profit from Progressive Pulltabs (\% of Amount Wagered) | 12\% | 6\% | 14\% | 15\% | 14\% | 16\% | 0\% | 15\% |
|  |  |  |  |  |  |  |  |  |
| Progressive Bingo at Bingo Occasions |  |  |  |  |  |  |  |  |
| Gross Amount Wagered on Progressive Bingo | \$9,542,947 | \$10,036,961 | \$9,712,328 | \$2,511,569 | \$2,398,231 | \$2,182,186 | \$0 | \$7,091,986 |
| Gross Amount Paid on Progressive Bingo | \$5,287,412 | \$5,414,548 | \$5,225,594 | \$1,256,578 | \$1,301,163 | \$1,162,678 | \$0 | \$3,720,419 |
| Gross Profit - Progressive Bingo | \$4,255,535 | \$4,622,413 | \$4,486,734 | \$1,254,991 | \$1,097,068 | \$1,019,508 | \$0 | \$3,371,567 |
| Less: Prog Supplies | \$90,719 | \$153,341 | \$212,064 | \$47,376 | \$53,324 | \$44,475 | \$0 | \$145,175 |
| Less: Other Prog Expenses | \$1,203,969 | \$1,211,999 | \$1,197,124 | \$289,137 | \$294,360 | \$261,928 | \$0 | \$815,749 |
| Net Profits from Progressive Bingo at Bingo Occasions | \$2,960,847 | \$3,257,073 | \$3,077,546 | \$918,478 | \$749,384 | \$713,105 | \$0 | \$2,410,643 |
| Net Profit from Progressive Bingo (\% of Amount Wagered) | 31\% | 32\% | 32\% | 37\% | $31 \%$ | 33\% | 0\% | 34\% |
|  |  |  |  |  |  |  |  |  |
| Bingo Occasion Totals |  |  |  |  |  |  |  |  |
| Total Amount Wagered | \$83,552,490 | \$85,123,011 | \$80,651,231 | \$20,986,422 | \$19,896,344 | \$17,940,551 | \$0 | \$58,823,317 |
| Total Amount Paid Out as Prizes | \$63,984,930 | \$64,874,491 | \$61,151,056 | \$15,509,094 | \$15,040,794 | \$13,515,363 | \$0 | \$44,065,251 |
| Gross Income - Bingo Occasions | \$19,567,560 | \$20,248,520 | \$19,500,175 | \$5,477,328 | \$4,855,550 | \$4,425,188 | \$0 | \$14,758,066 |
| Expenses |  |  |  |  |  |  |  |  |
| Total Amount Paid for Rent | \$5,047,101 | \$4,783,259 | \$4,566,165 | \$1,104,803 | \$1,083,011 | \$1,010,304 | \$0 | \$3,198,118 |
| Total Amount Paid for Security | \$335,718 | \$312,475 | \$318,128 | \$75,123 | \$77,833 | \$68,057 | \$0 | \$221,013 |
| Total Amount Paid for Bookkeeping | \$509,024 | \$512,346 | \$487,757 | \$125,445 | \$122,560 | \$109,934 | \$0 | \$357,939 |
| Total Amount Paid for Janitorial Services | \$122,821 | \$109,716 | \$109,888 | \$21,948 | \$26,720 | \$22,900 | \$0 | \$71,568 |
| Total Amount Paid for Supplies | \$4,518,165 | \$4,556,565 | \$4,458,171 | \$1,088,685 | \$1,131,965 | \$942,208 | \$0 | \$2,917,457 |
| Total Expenses | \$10,532,829 | \$10,274,361 | \$9,940,109 | \$2,416,004 | \$2,442,089 | \$2,153,403 | \$0 | \$6,766,095 |
| Net Profits Bingo Occasions - Before Admin Fees | \$9,034,731 | \$9,974,159 | \$9,560,066 | \$3,061,324 | \$2,413,461 | \$2,271,785 | \$0 | \$7,991,971 |
| Average Net Profit Before Admin Fees per License | \$7,304 | \$8,243 | \$8,227 | \$2,641 | \$2,082 | \$1,960 | \$0 | \$6,896 |
| Average Net Profits Before Admin Fees per Occasion | \$511 | \$570 | \$597 | \$272 | \$215 | \$202 | \$0 | \$711 |
| Average Net Profit Before Admin Fees per Player | \$6.40 | \$7.55 | \$7.63 | \$3.63 | \$2.86 | \$2.69 | \$0.00 | \$9.47 |
| Net Profit Bingo Occasions (\% of Amount Wagered) | 11\% | 12\% | 12\% | 15\% | 12\% | 13\% | 0\% | 14\% |

