

# GAMBLING STATISTICS FOR OCTOBER - DECEMBER 2004



Our Mission: Protect the  
Public by Ensuring that  
Gambling is Legal & Honest



Rick Day, Director

## Washington State Gambling Commission



*The Gambling Commission was created in 1973.  
See RCW 9.46 and WAC 230 for rules governing  
gambling activity in the State of Washington.  
Search tools are available on our agency web site at  
[www.wsgc.wa.gov](http://www.wsgc.wa.gov) (Rules & Laws button on the home page).*

*Our Mission:*

*- Protect the public by ensuring that gambling is legal and honest.*

*Our Vision:*

*- Anticipate, Innovate and Excel.*

*Our Values:*

*- Integrity, Professionalism, Respect and Diversity.*

*Please feel free to explore our web site and give your feedback regarding this new report format. You may contact us by email at the following address:*

*FinancialReporting@wsgc.wa.gov*

*If you do not have access to the Internet, you may contact us by mail at:*

*Washington State Gambling Commission*

*Attention: Financial Reporting Services*

*P. O. Box 42400*

*Olympia, WA 98504-2400*

*We hope you'll like what you see and find it to be useful information.*

*Sincerely,*

# TABLE OF CONTENTS

## OVERVIEW

Gambling Trends	4
Distribution of Activities	5
Number of Licenses	6
Gross Receipts	7
By County	8
Manufacturer & Distributor Statistics	9

## NONPROFIT OVERVIEW

Summary of Activities	12
Number of Licenses	13
Gross Receipts	14
Breakdown of Gross Receipts	15
Distribution of Gross Receipts	16
<b>BINGO</b>	
Smaller Bingo Operations	17
Larger Bingo Operations	18
Overview	19
Top 10 Gross Receipts + Per Player Averages	20
By County	21
<b>PUNCHBOARD/PULL-TABS</b>	
Income & Expenses	22
By County	23
<b>RAFFLES</b>	
Income & Expenses	24
By County	25

## COMMERCIAL OVERVIEW

Summary of Activities	28
Distribution of Gross Receipts	29
Number of Licenses	30
Gross Receipts	31
<b>PUNCHBOARD/PULL-TABS</b>	
Income	32
By County	33
<b>CARD ROOMS</b>	
Income	34
By County	35

## Gambling Trends For 4th Quarter 2004 (Does not include tribal figures.)

Overall gambling receipts increased in the state.

Nonprofit gross receipts declined in all areas, except raffles and this quarter's bingo.

Commercial punchboard/pull-tab gross receipts were up for the quarter, but down from last year.

Card rooms continued to see increased gross receipts.

	Gross Receipts for 4th Qtr 2004 (in millions)	Since Last Quarter	Over Last 4 Quarters (since 4th Qtr 2003)
<b>Total Licensed Gambling</b> (see pages 5 - 9 for details) 2,196 licenses, up 3.3% since last quarter.	\$215.2	3.9% UP ↑	0.9% UP ↑
<b>Charitable &amp; Nonprofit Gambling</b> (see pages 12 - 16 for details)			
<b>Bingo</b> (see pages 17 - 21 for details) 122 licenses, up 23.2% since last quarter.	\$26.2	6.6% UP ↑	-0.6% DOWN ↓
<b>Punchboard/Pull-tabs</b> (see pages 22 - 23 for details) 294 licenses, down -0.7% since last quarter.	\$19.9	-2.6% DOWN ↓	-5.8% DOWN ↓
<b>Raffles</b> (see pages 24 - 25 for details) 167 licenses, up 36.9% since last quarter.	\$1.8	1.1% UP ↑	9.6% UP ↑
<b>Commercial Gambling</b> (see pages 28 - 31 for details)			
<b>Punchboard/Pull-tabs</b> (see pages 32 - 33 for details) 1,492 licenses, down -0.3% since last quarter.	\$90.9	1.2% UP ↑	-4.8% DOWN ↓
<b>Card Rooms</b> (see pages 34 - 35 for details) 117 licenses, up 8.3% since last quarter.	\$76.4	8.6% UP ↑	11.3% UP ↑

Source: Washington State Gambling Commission

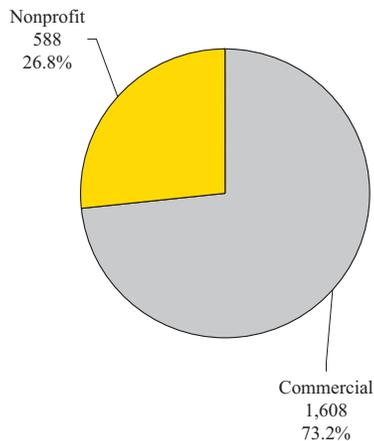
## Distribution of Activities

For 4th Quarter 2004

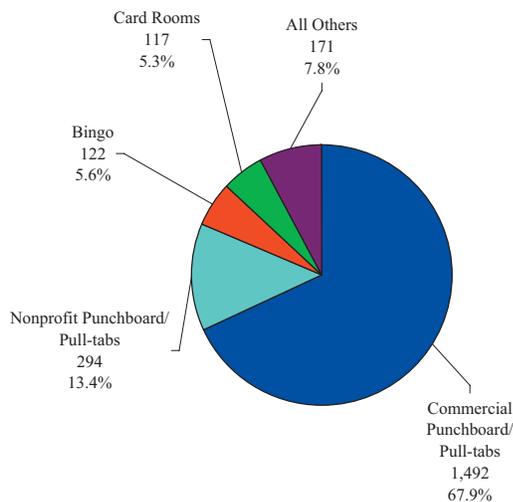
(Does not include tribal figures.)

### Number of Licenses

By segment



By activity



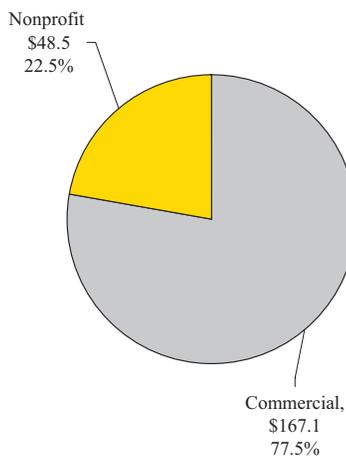
*The Commission continues to issue more licenses for punchboard/pull-tab than for any other activity.*

*Punchboard/pull-tabs produce more gross receipts overall. However, card room gross receipts are greater per operator.*

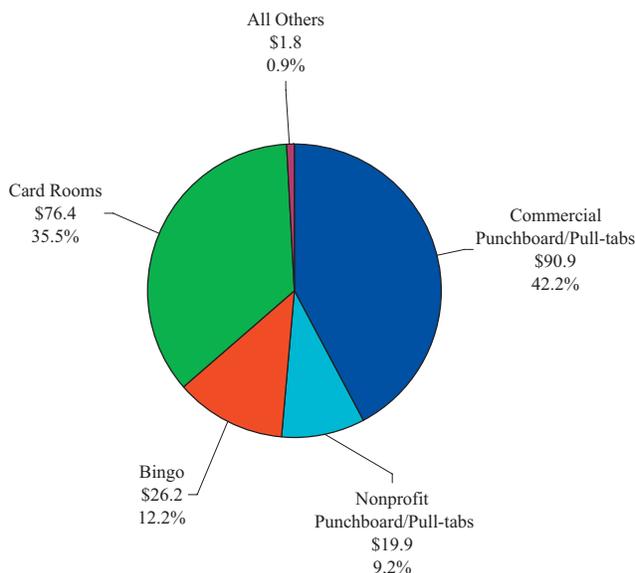
### Gross Receipts

(in millions)

By segment



By activity



*Commercial activities make up over three-quarters of licensed gambling.*

*Nonprofits generate more gross receipts from bingo than from punchboard/pull-tabs.*

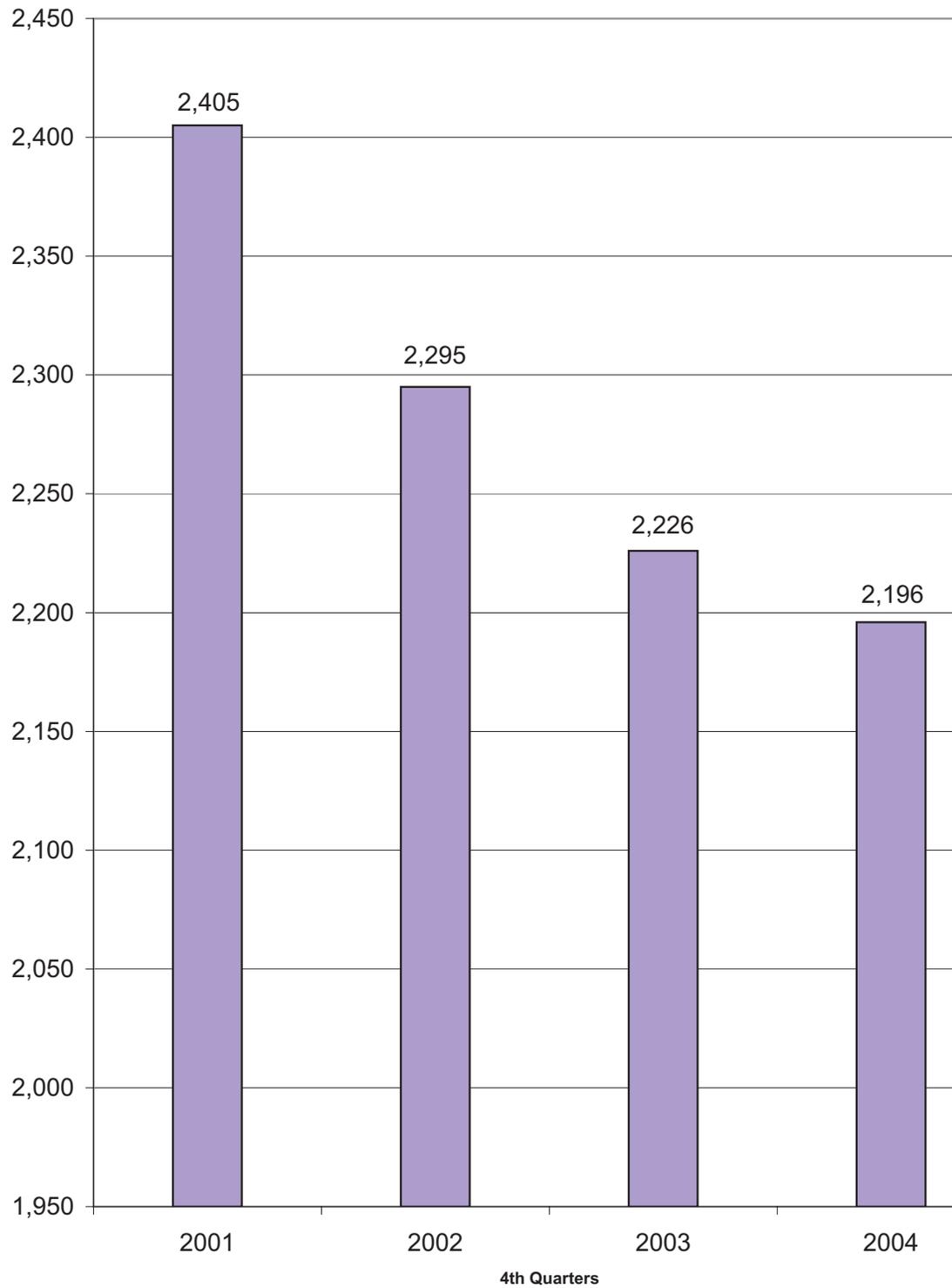
*“All others” includes raffles and fund raising events.*

Source: Washington State Gambling Commission

# OVERVIEW

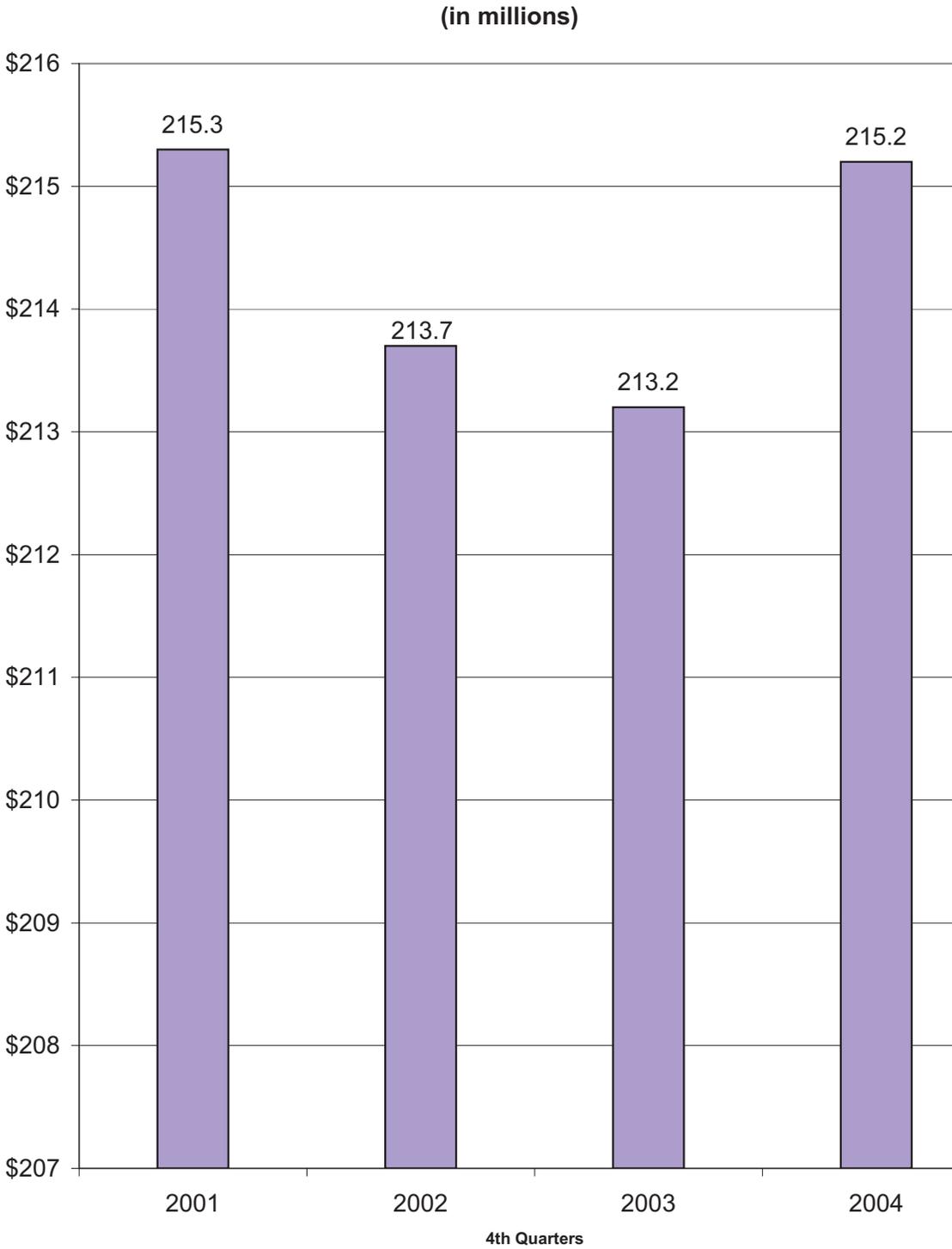
## Number of Licenses For 4th Quarter 2004 (Only includes licensees reporting activity.)

*The number of licensees reporting activity has continued to decrease.*



Source: Washington State Gambling Commission

Gross Receipts  
For 4th Quarter 2004  
(only includes licensees reporting activity)



*Fourth quarter gross receipts increased in 2004.*

Source: Washington State Gambling Commission

# OVERVIEW

## By County For 4th Quarter 2004

The top three counties for gross receipts are King, Pierce, and Snohomish.

King, Pierce, and Snohomish also had the most prizes paid out and net receipts.

One operator may hold more than one gambling license, since a different license is required for each activity.

Revenues are for gambling activity only, and do not reflect expenses for either the gambling or non-gambling portions of the organization's activities.

<u>County</u>	<u>Number of Licensees*</u>	<u>Gross Receipts</u>	<u>Prizes Paid</u>	<u>Net Receipts</u>
Adams	9	\$92,804	\$64,546	\$28,258
Asotin	10	510,279	292,256	218,023
Benton	55	5,084,567	1,969,650	3,114,917
Chelan	41	2,121,413	1,478,054	643,359
Clallam	36	1,882,185	1,162,881	719,304
Clark	95	17,540,409	5,960,020	11,580,389
Columbia	6	116,340	87,649	28,691
Cowlitz	51	5,863,570	3,047,703	2,815,867
Douglas	15	1,552,811	364,447	1,188,364
Ferry	7	134,645	94,138	40,507
Franklin	22	3,102,452	1,330,306	1,772,146
Garfield	1	11,734	10,287	1,447
Grant	54	2,963,720	1,651,075	1,312,645
Grays Harbor	77	3,188,805	1,934,481	1,254,324
Island	27	1,654,723	1,248,865	405,858
Jefferson	12	200,380	137,090	63,290
King	391	62,431,748	24,023,045	38,408,703
Kitsap	83	7,558,265	3,737,328	3,820,937
Kittitas	28	1,488,792	657,637	831,155
Klickitat	15	404,386	293,378	111,008
Lewis	59	1,931,481	1,219,183	712,298
Lincoln	7	65,837	41,743	24,094
Mason	31	1,309,418	726,980	582,438
Okanogan	35	994,092	685,398	308,694
Pacific	44	1,415,875	940,397	475,478
Pend Oreille	13	250,774	178,313	72,461
Pierce	249	26,546,242	12,812,818	13,733,424
San Juan	9	366,847	267,116	99,731
Skagit	52	2,280,119	1,619,464	660,655
Skamania	4	148,693	92,606	56,087
Snohomish	202	25,760,257	12,244,356	13,515,901
Spokane	171	13,218,835	6,818,940	6,399,895
Stevens	30	433,991	282,987	151,004
Thurston	72	6,038,047	3,161,225	2,876,822
Wahkiakum	4	66,636	39,297	27,339
Walla Walla	20	1,741,305	860,953	880,352
Whatcom	59	6,315,895	4,244,726	2,071,169
Whitman	7	460,752	76,629	384,123
Yakima	93	7,928,287	4,150,315	3,777,972
<b>TOTAL</b>	<b>2,196</b>	<b>215,177,411</b>	<b>100,008,282</b>	<b>115,169,129</b>

\* Only includes licensees reporting activity.

Source: Washington State Gambling Commission

**Manufacturer & Distributor Statistics**  
For 4th Quarter 2004

**OVERVIEW**

-- MANUFACTURERS --

	<b>Gross Sales to:</b>		Quantity Sold	Average Cost Per Unit
	<b>Distributors</b>			
Punchboards	\$15,849	0.1 %	1,338	\$11.85
Pull-tabs	4,645,494	18.8	315,320	\$14.73
Other	<u>4,464,859</u>	<u>18.1</u>		
Sold to distributors	\$9,126,202	36.9 %		
	<b>Non-Distributors</b>			
Sold to non-distributors	<u>15,586,066</u>	<u>63.1</u>		
Total Sales	<u><u>\$24,712,268</u></u>	<u><u>100.0 %</u></u>		
Number of Licensees Reporting Activity 34				

-- DISTRIBUTORS --

	<b>Gross Sales to:</b>		Quantity Sold	Average Cost Per Unit
	<b>Operators</b>			
Punchboards	\$71,488	0.7 %	4,150	\$17.23
Pull-tabs	6,977,680	69.7	237,235	\$29.41
Dispensing Devices	8,135	0.1	11	\$739.55
Fishbowls	20,204	0.2	416	\$48.57
Other	<u>2,937,990</u>	<u>29.3</u>		
Total sales (1)	<u><u>\$10,015,497</u></u>	<u><u>100.0 %</u></u>		
Number of Licensees Reporting Activity 36				

(1) Sales of \$164,597 to other distributors are excluded.

Source: Washington State Gambling Commission

This page intentionally left blank.

# Nonprofit Licensees

See page 4 for summary of all activities.



# NONPROFIT OVERVIEW

## Summary of Activities For 4th Quarter 2004

*Bingo continues to bring more gross receipts into nonprofit organizations than other nonprofit gambling activities.*

*Punchboard/pull-tabs generate almost as much in net receipts for the nonprofit.*

### This Year

For Quarter Ending December 31, 2004

	<u>Bingo</u>	<u>Punchboards/ Pull-Tabs</u>	<u>Raffles</u>	<u>Fund- Raising Events</u>	<u>Total</u>
Gross Receipts	\$26,206,187	\$19,922,530	\$1,800,040	\$8,336	\$47,937,093
Prizes Paid	\$19,743,586	\$14,211,308	\$741,199	\$2,213	\$34,698,306
Net Receipts	\$6,462,601	\$5,711,222	\$1,058,841	\$6,123	\$13,238,787

### Last Year

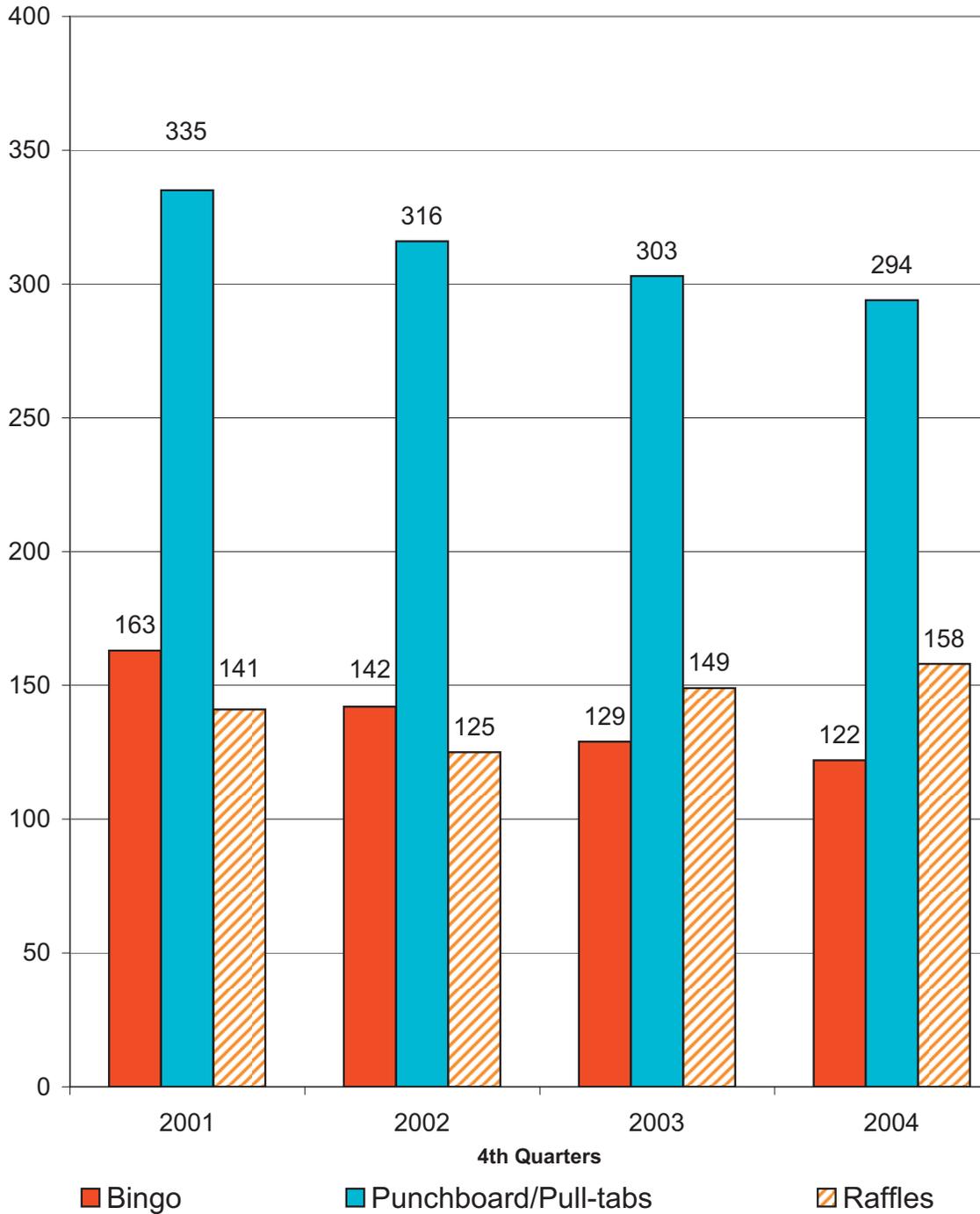
For Quarter Ending December 31, 2003

	<u>Bingo</u>	<u>Punchboards/ Pull-Tabs</u>	<u>Raffles</u>	<u>Fund- Raising Events</u>	<u>Total</u>
Gross Receipts	\$26,351,821	\$21,144,795	\$1,642,108	\$11,503	\$49,150,227
Prizes Paid	\$19,768,421	\$15,188,139	\$726,644	\$1,425	\$35,684,629
Net Receipts	\$6,583,400	\$5,956,656	\$915,464	\$10,078	\$13,465,598

Source: Washington State Gambling Commission

**Number of Licenses**  
For 4th Quarter 2004

**NONPROFIT  
OVERVIEW**



*There were more raffle licenses than bingo in both 2004 and 2003, which is a change from prior years.*

*The greatest number of nonprofit licenses continues to be for punchboard/pull-tabs.*

*Only includes licensees reporting activity.*

Source: Washington State Gambling Commission

# NONPROFIT OVERVIEW

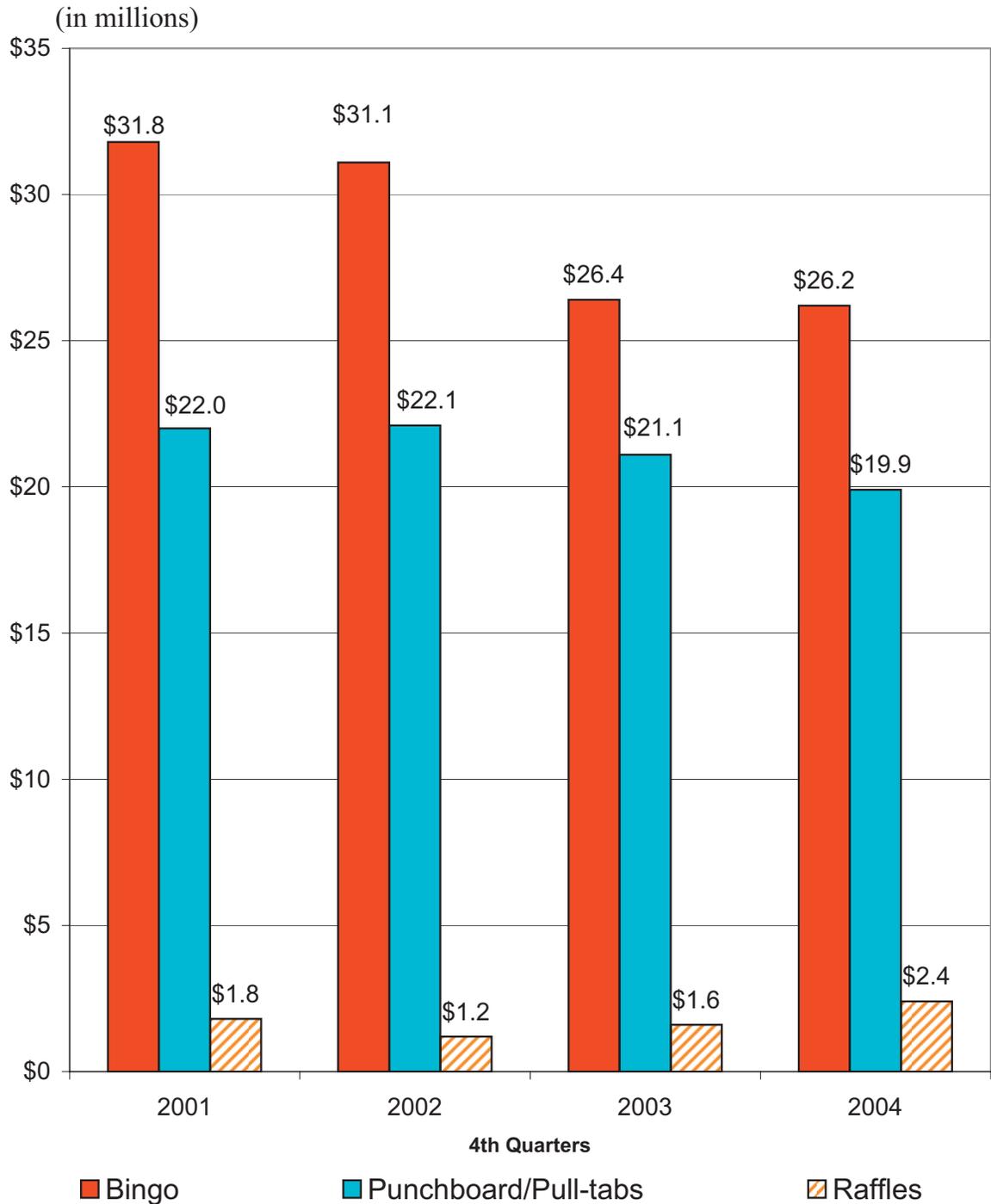
## Gross Receipts For 4th Quarter 2004

*While there are more punchboard/pull-tab licenses, bingo still generates more in gross receipts for the nonprofit organizations.*

*Historically, the high point for bingo gross receipts in a fourth quarter occurred in 1994 with \$50.9 million.*

*Gross receipts have been declining for bingo and punchboard/pull-tabs.*

*Only includes licensees reporting activity.*

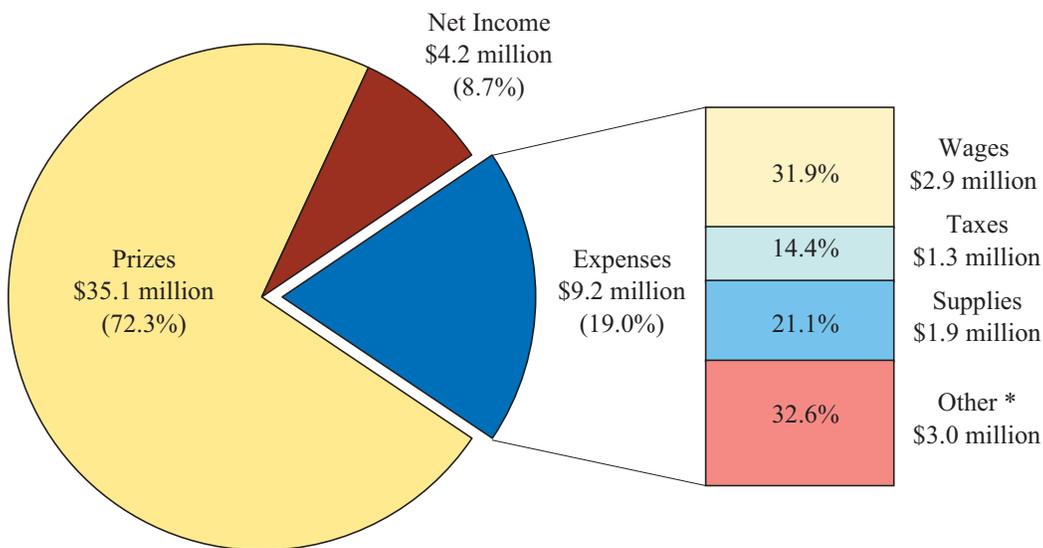


Source: Washington State Gambling Commission

## Breakdown of Gross Receipts

For 4th Quarter 2004

### Gross Receipts \$47.9 million



*Nearly 3/4 of a nonprofit's gambling revenues go out as prizes.*

*About 9% of gross receipts are available to go toward the stated purposes of the average nonprofit/charitable organization.*

*Detail may not add to totals, due to rounding.*

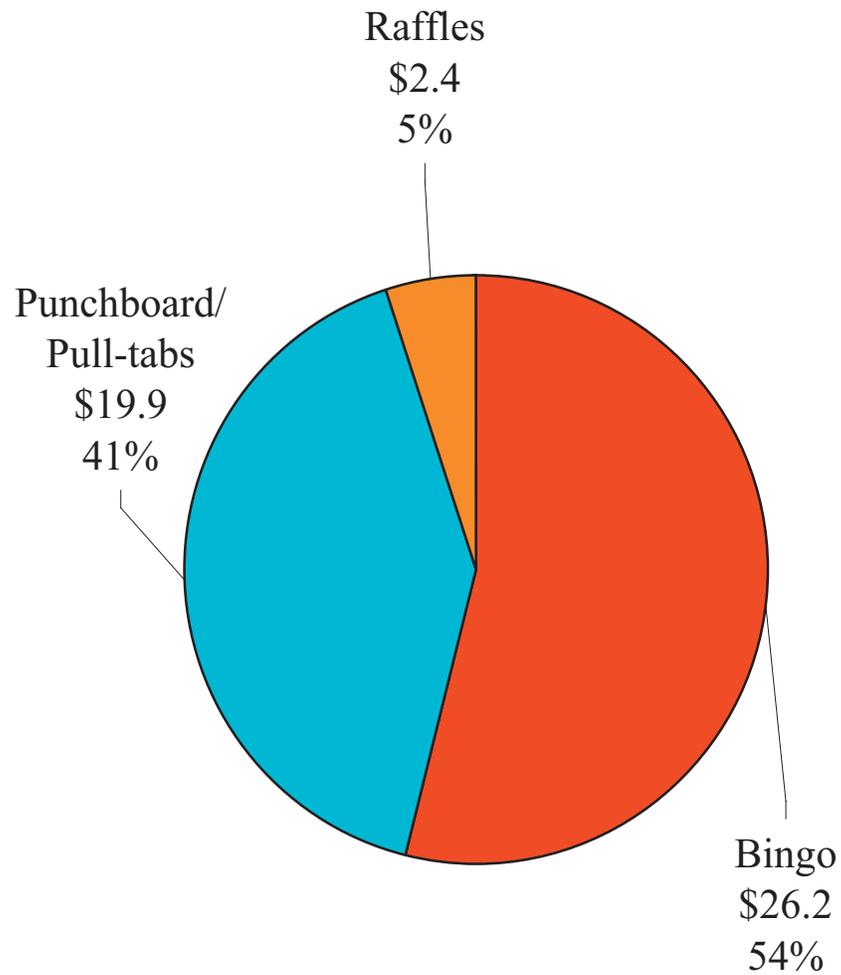
\* Other expenses includes rent, depreciation, advertising, contract services, cash over/short, etc.

Source: Washington State Gambling Commission

## Distribution of Gross Receipts

By Type of Activity  
For 4th Quarter 2004

### Nonprofit Activities



*Bingo is still the leading activity for bringing gross receipts into the nonprofit organizations.*

Source: Washington State Gambling Commission

**Overview**  
For 4th Quarter 2004

*About 3/4 of bingo licenses are for smaller bingo operations (classes A-E).*

*Bingo operations that are mid-size (annual receipts of over \$650,000 but less than \$5,000,000) bring in over half of the total gross receipts.*

*The mid-size bingo (class F-J) operations also show the largest net income percentage.*

Class	Gross Receipts Range	Number Reporting	PERCENT OF		
			Licensees	Gross	Net Income
A-C (Annual)*	\$1-\$150,000	66	54.1%	12.7%	24.2%
D-E (Quarterly)	\$150,001-\$650,000	26	21.3%	6.3%	8.7%
F-J (Quarterly)	\$650,001-\$5,000,000	24	19.7%	54.8%	45.0%
K-S (Quarterly)	Greater than \$5,000,000	6	4.9%	26.2%	22.1%
Total Licensees Reporting Activity		122			

\* Only includes annual activity reports for license years expiring during this quarter.

## Income & Expenses Smaller Bingo Operations For 4th Quarter 2004

*The smaller bingo operations have:*

- 1) lower wage expenses*
- 2) higher supply costs*
- 3) little or no depreciation.*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

Class Definitions, Yearly Gross	ANNUAL REPORTS		QUARTERLY REPORTS	
	\$1-\$150,000		\$150,001-\$650,000	
	CLASS A - C		CLASS D - E	
Gross Receipts	\$3,335,559	100.0 %	\$1,664,046	100.0 %
Prizes Paid - Cash	2,613,894	78.3	1,247,482	74.9
- Merchandise	5,244	0.2	1,364	0.1
<b>Net Receipts</b>	<b>\$716,421</b>	<b>21.5 %</b>	<b>\$415,200</b>	<b>25.0 %</b>
<b>Expenses:</b>				
Wages	\$64,213	1.9 %	\$135,854	8.2 %
Supplies	137,043	4.1	34,503	2.1
License Fee	15,936	0.5	7,448	0.4
Taxes - Local	23,834	0.7	18,690	1.1
- State	9,020	0.3	13,412	0.8
- Federal	2,545	0.1	10,414	0.6
Building - Rent	43,059	1.3	10,567	0.6
- Depreciation	0	0.0	1,961	0.1
Equipment - Rent/Depreciation	5,074	0.2	3,284	0.2
Utilities/Repairs/Maintenance	33,433	1.0	24,059	1.4
Advertising	10,564	0.3	1,080	0.1
Contract Services	2,208	0.1	6,994	0.4
Other	5,543	0.1	16,472	1.1
<b>Total Expenses</b>	<b>\$352,472</b>	<b>10.6 %</b>	<b>\$284,738</b>	<b>17.1 %</b>
<b>Net Income</b>	<b>\$363,949</b>	<b>10.9 %</b>	<b>\$130,462</b>	<b>7.9 %</b>
Average Net Income	\$5,514		\$5,018	
Net Income (Loss) from Retail Sales	\$65,789		\$13,403	
From Drawing Sales	\$0		\$0	
From Amusement Sales	\$0		\$656	
Donated Prizes	7,507		0	
Total Number of Sessions	3,239		826	
Total Attendance	103,938		44,643	
Average Attendance	32		54	
<b>Per Player Statistics:</b>				
Gross	\$32.09		\$37.27	
Prizes	\$25.20		\$27.97	
Expenses	\$3.39		\$6.38	
Net Income	\$3.50		\$2.92	

Source: Washington State Gambling Commission

**Income & Expenses**  
**Larger Bingo Operations**  
**For 4th Quarter 2004**

Class Definitions, Yearly Gross	QUARTERLY REPORTS					
	\$650,001-\$5,000,000		> \$5,000,000		TOTAL	
	CLASS F - J		CLASS K - S		LICENSES	
<b>Gross Receipts</b>	\$14,367,786	100.0 %	\$6,838,796	100.0 %	\$26,206,187	100.0 %
Prizes Paid - Cash	10,742,288	74.7	5,044,758	73.8	19,648,422	74.9
- Merchandise	39,127	0.3	49,429	0.7	95,164	0.4
<b>Net Receipts</b>	<b>\$3,586,371</b>	<b>25.0 %</b>	<b>\$1,744,609</b>	<b>25.5 %</b>	<b>\$6,462,601</b>	<b>24.7 %</b>
<b>Expenses:</b>						
Wages	\$1,086,150	7.6 %	\$506,476	7.4 %	\$1,792,693	6.8 %
Supplies	298,364	2.1	155,635	2.3	625,545	2.4
License Fee	34,947	0.2	16,780	0.2	75,111	0.3
Taxes - Local	176,888	1.2	74,500	1.1	293,912	1.1
- State	105,939	0.7	50,033	0.7	178,404	0.7
- Federal	86,312	0.6	39,134	0.6	138,405	0.5
Building - Rent	117,732	0.8	73,136	1.1	244,494	0.9
- Depreciation	65,718	0.5	15,849	0.2	83,528	0.3
Equipment - Rent/Depreciation	375,531	2.6	182,783	2.7	566,672	2.2
Utilities/Repairs/Maintenance	198,925	1.4	74,497	1.1	330,914	1.3
Advertising	64,856	0.5	58,735	0.9	135,235	0.5
Contract Services	69,091	0.5	49,180	0.7	127,473	0.5
Other	229,285	1.6	116,501	1.7	367,801	1.4
<b>Total Expenses</b>	<b>\$2,909,738</b>	<b>20.3 %</b>	<b>\$1,413,239</b>	<b>20.7 %</b>	<b>\$4,960,187</b>	<b>18.9 %</b>
<b>Net Income</b>	<b>\$676,633</b>	<b>4.7 %</b>	<b>\$331,370</b>	<b>4.8 %</b>	<b>\$1,502,414</b>	<b>5.8 %</b>
Average Net Income	\$28,193		\$55,228		\$12,315	
Net Income (Loss) from Retail Sales	-\$17,516		-\$14,877		\$46,799	
From Drawing Sales	\$2,078		\$0		\$2,078	
From Amusement Sales	\$12,260		\$5,345		\$18,261	
Donated Prizes	0		0		7,507	
Total Number of Sessions	3,063		1,070		8,198	
Total Attendance	296,735		134,037		579,353	
Average Attendance	97		125		71	
<b>Per Player Statistics:</b>						
Gross	\$48.42		\$51.02		\$45.23	
Prizes	\$36.33		\$38.01		\$34.08	
Expenses	\$9.81		\$10.54		\$8.56	
Net Income	\$2.28		\$2.47		\$2.59	

*The bigger bingo operations have:*

- 1) more wage expense*
- 2) lower supply costs*
- 3) more depreciation expense*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

Source: Washington State Gambling Commission

**Top 10 Bingo by Gross Receipts  
For 4th Quarter 2004**

**BY GROSS RECEIPTS**

	Gross Receipts	Prizes Paid	Prizes Paid %	Wages	Other Expenses	Net Income	Net Income %
1 Seattle Junior Hockey/Mountlake Terrace	\$1,732,255	\$1,320,261	76.2%	\$110,731	\$320,539	\$91,455	5.3%
2 Northern Lights Drum & Bugle/Longview	1,551,568	1,119,861	72.2%	122,830	311,219	120,488	7.8%
3 Music Works Northwest/Renton	1,226,805	1,014,408	82.7%	95,446	273,412	-61,015	-5.0%
4 Big Brothers Big Sisters/King & Pierce Co./Burien	1,145,057	873,765	76.3%	108,733	253,993	17,299	1.5%
5 40 & 8 # 00099/Vancouver	1,106,990	790,332	71.4%	68,961	223,669	92,989	8.4%
6 Silver Buckle Youth Equestrian Ctr/Vancouver	964,391	707,873	73.4%	67,088	201,740	54,778	5.7%
7 Dmstc Viol/Sexual Asslt Serv/Whatcom Co./Ferndale	961,730	628,014	65.3%	102,459	262,035	71,681	7.5%
8 Cascades Youth Music Assn./Shoreline	905,066	751,511	83.0%	57,393	208,868	-55,313	-6.1%
9 Amvets # 00001/Tacoma	885,409	636,126	71.8%	47,903	157,919	91,364	10.3%
10 Jaycees/Seattle/Tukwila	859,109	654,725	76.2%	62,591	184,935	19,449	2.3%
	<u>\$11,338,380</u>	<u>\$8,496,876</u>	<u>74.9%</u>	<u>\$844,135</u>	<u>\$2,398,329</u>	<u>\$443,175</u>	<u>3.9%</u>

*While these top 10 represent only 8.2% of the bingo licensees reporting this quarter, they represent 43.3% of the total gross receipts, 43.0% of total prizes paid out, and 29.5% of net incomes available for charitable/nonprofit purposes.*

**PER PLAYER AVERAGES**

	Attendance	Gross	Expenses	Net Income
1 Seattle Junior Hockey/Mountlake Terrace	35,646	\$48.60	\$12.10	\$2.57
2 Northern Lights Drum & Bugle/Longview	28,234	54.95	15.37	4.27
3 Music Works Northwest/Renton	25,604	47.91	14.41	-2.38
4 Big Brothers Big Sisters/King & Pierce Co./Burien	27,888	41.06	13.01	0.62
5 40 & 8 # 00099/Vancouver	22,764	48.63	12.85	4.08
6 Silver Buckle Youth Equestrian Ctr/Vancouver	20,163	47.83	13.33	2.72
7 Dmstc Viol/Sexual Asslt Serv/Whatcom Co./Ferndale	19,323	49.77	18.86	3.71
8 Cascades Youth Music Assn./Shoreline	19,354	46.76	13.76	-2.86
9 Amvets # 00001/Tacoma	16,088	55.04	12.79	5.68
10 Jaycees/Seattle/Tukwila	18,752	45.81	13.20	1.04
	<u>233,816</u>	<u>\$48.49</u>	<u>\$13.87</u>	<u>\$1.90</u>

*These top 10 have 40.4% of the total attendance for bingo.*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

Source: Washington State Gambling Commission

**By County**  
For 4th Quarter 2004

**BINGO**

County	Number of Licensees*	Gross Receipts	Prizes Paid	Net Receipts	EXPENSES		Net Income
					Reported Local Tax	Other Expenses	
Adams	1	\$1,014	\$545	\$469	\$0	\$54	\$415
Asotin	1	52,544	38,259	14,285	824	13,263	198
Benton	2	784,884	573,476	211,408	10,486	146,983	53,939
Chelan	3	562,686	418,987	143,699	118	103,786	39,795
Clallam	6	454,530	345,500	109,030	3,879	48,107	57,044
Clark	5	2,555,393	1,864,115	691,278	34,668	498,115	158,495
Columbia	1	28,998	26,046	2,952	295	424	2,233
Cowlitz	4	1,687,928	1,219,698	468,230	24,265	299,714	144,251
Douglas	0	0	0	0	0	0	0
Ferry	0	0	0	0	0	0	0
Franklin	2	744,064	538,141	205,923	10,296	143,410	52,217
Garfield	0	0	0	0	0	0	0
Grant	7	452,176	343,379	108,797	5,767	49,329	53,701
Grays Harbor	7	450,367	350,429	99,938	8,071	49,197	42,670
Island	2	137,361	117,933	19,428	723	9,705	9,000
Jefferson	1	42,442	34,816	7,626	0	2,646	4,980
King	11	4,965,102	3,929,321	1,035,781	50,277	1,008,543	-23,039
Kitsap	9	1,345,582	958,599	386,983	18,182	220,452	148,349
Kittitas	2	114,635	85,244	29,391	0	19,511	9,880
Klickitat	0	0	0	0	0	0	0
Lewis	5	228,158	161,068	67,090	0	57,978	9,112
Lincoln	0	0	0	0	0	0	0
Mason	0	0	0	0	0	0	0
Okanogan	1	95,621	82,269	13,352	0	3,201	10,151
Pacific	7	324,730	243,408	81,322	4,522	55,518	21,282
Pend Oreille	0	0	0	0	0	0	0
Pierce	9	2,368,783	1,706,026	662,757	36,895	334,424	291,438
San Juan	1	29,941	29,686	255	0	5,010	-4,755
Skagit	1	56,982	41,471	15,511	664	13,350	1,497
Skamania	0	0	0	0	0	0	0
Snohomish	9	2,444,054	1,938,613	505,441	23,080	400,236	82,125
Spokane	9	2,288,201	1,732,583	555,618	21,606	402,656	131,356
Stevens	1	19,688	14,472	5,216	0	1,248	3,968
Thurston	3	154,512	113,458	41,054	1,898	7,539	31,617
Wahkiakum	1	7,862	5,831	2,031	0	464	1,567
Walla Walla	2	446,134	337,702	108,432	6,151	98,319	3,962
Whatcom	4	1,165,759	803,578	362,181	218	300,447	61,516
Whitman	0	0	0	0	0	0	0
Yakima	5	2,196,056	1,688,933	507,123	31,027	372,646	103,450
<b>Total</b>	<b>122</b>	<b>\$26,206,187</b>	<b>\$19,743,586</b>	<b>\$6,462,601</b>	<b>\$293,912</b>	<b>\$4,666,275</b>	<b>\$1,502,414</b>

*Top 3 counties for bingo gross receipts are King, Clark, and Snohomish.*

*Top 3 counties for bingo taxes to local communities are King, Pierce, and Clark.*

*Top 3 counties for net income from bingo operations are Pierce, Clark, and Kitsap.*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

\* Only includes licensees reporting activity.

Source: Washington State Gambling Commission

# PUNCHBOARD/ PULL-TABS (NONPROFIT)

## Income & Expenses

For 4th Quarter 2004

*Net receipts show a higher percentage for punchboards (43.8%) than pull-tabs (28.7%), yet punchboards represent less than 1% of the combined total.*

*Punchboards show this higher net receipt amount, because there is a lower payout percentage for them.*

*Under 10% of gross receipts are available to the nonprofits as net income and potentially available for their charitable/nonprofit purposes.*

### Pull-tabs:

Gross Receipts	\$19,898,601	100.0 %
Prizes -Cash	14,053,852	70.6
-Merchandise	143,998	0.7
<b>Pull-tab Net Receipts</b>	<b>\$5,700,751</b>	<b>28.7 %</b>

### Punchboards:

Gross Receipts	\$23,929	100.0 %
Prizes -Cash	3,540	14.8
-Merchandise	9,918	41.4
<b>Punchboard Net Receipts</b>	<b>\$10,471</b>	<b>43.8 %</b>

### Combined Totals:

Gross Receipts	\$19,922,530	100.0 %
Prizes -Cash	14,057,392	70.6
-Merchandise	153,916	0.8
<b>Total Net Receipts</b>	<b>\$5,711,222</b>	<b>28.6 %</b>

### Expenses:

Wages	\$1,100,479	5.5 %
Supplies	1,224,868	6.1
License Fee	186,940	0.9
Tax -Local	426,379	2.1
-State	142,199	0.7
-Federal	95,228	0.5
Equipment	26,823	0.1
Game Counting Service	12,840	0.1
Contract Services	66,112	0.3
Over/Short & Other Expenses	161,900	0.8
Occupancy	418,268	2.1
Advertising	51,685	0.3
<b>Total Expenses</b>	<b>\$3,913,721</b>	<b>19.5 %</b>

<b>Net Income</b>	<b>\$1,797,501</b>	<b>9.1 %</b>
-------------------	--------------------	--------------

Average Net Income	\$6,114
--------------------	---------

Source: Washington State Gambling Commission

**By County**  
For 4th Quarter 2004

**PUNCHBOARD/  
PULL-TABS  
(NONPROFIT)**

County	Number of Licensees*	Gross Receipts	Prizes Paid	Net Receipts	Reported Local Tax
Adams	2	\$36,237	\$28,396	\$7,841	\$0
Asotin	2	193,023	133,280	59,743	1,793
Benton	6	482,093	345,274	136,819	10,738
Chelan	5	230,235	152,499	77,736	0
Clallam	6	374,300	273,631	100,669	8,658
Clark	12	1,624,683	1,192,308	432,375	44,815
Columbia	1	56,079	36,589	19,490	841
Cowlitz	10	675,161	467,167	207,994	20,767
Douglas	1	15,012	9,819	5,193	0
Ferry	1	64,253	48,089	16,164	1,285
Franklin	4	422,125	299,902	122,223	11,780
Garfield	0	0	0	0	0
Grant	13	493,135	346,532	146,603	9,023
Grays Harbor	14	460,504	309,825	150,679	9,939
Island	8	642,344	482,817	159,527	2,954
Jefferson	3	14,940	10,451	4,489	0
King	35	3,880,153	2,830,216	1,049,937	99,495
Kitsap	16	705,220	494,019	211,201	20,799
Kittitas	4	195,775	132,070	63,705	981
Klickitat	3	203,812	150,035	53,777	3,038
Lewis	10	132,644	86,881	45,763	624
Lincoln	2	29,633	18,131	11,502	0
Mason	5	196,452	137,287	59,165	3,554
Okanogan	8	198,768	129,661	69,107	1,348
Pacific	9	443,520	304,201	139,319	14,758
Pend Oreille	3	60,385	35,392	24,993	0
Pierce	19	1,185,121	837,741	347,380	30,179
San Juan	2	124,863	85,043	39,820	0
Skagit	9	439,368	288,898	150,470	6,129
Skamania	2	45,118	29,319	15,799	0
Snohomish	22	2,998,241	2,208,715	789,526	69,298
Spokane	18	1,207,264	846,773	360,491	21,277
Stevens	4	73,354	48,183	25,171	22
Thurston	8	182,855	114,733	68,122	2,613
Wahkiakum	0	0	0	0	0
Walla Walla	4	300,713	214,925	85,788	10,446
Whatcom	9	638,798	459,699	179,099	1,882
Whitman	1	35,252	24,033	11,219	0
Yakima	13	861,097	598,774	262,323	17,343
<b>Total</b>	<b>294</b>	<b>\$19,922,530</b>	<b>\$14,211,308</b>	<b>\$5,711,222</b>	<b>\$426,379</b>

*Top 3 counties for nonprofit punchboard pull-tab gross receipts, prizes paid, net receipts, and reported local taxes are King, Snohomish, and Clark.*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

\*Only includes licensees reporting activity.

Source: Washington State Gambling Commission

## Income & Expenses

For 4th Quarter 2004

*Raffles paid out over 41% of their gross receipts in prizes. After expenses about 46% remained as net income, the money potentially available for charitable/nonprofit purposes.*

Gross Receipts	\$1,800,040	100.0 %
Prizes Paid	<u>741,199</u>	<u>41.2</u>
<b>Net Receipts</b>	<b>\$1,058,841</b>	<b>58.8 %</b>
Expenses:		
Wages	\$9,858	0.5 %
Supplies	60,687	3.4
License Fee	50,266	2.8
Taxes - Local	18,413	1.0
- State	2,489	0.1
- Federal	383	0.0
Occupancy:		
- Building	25,730	1.4
- Utilities	778	0.0
- Other	110	0.0
- Rental Income/Donated Use	-50	0.0
Equipment	0	0.0
Advertising	22,658	1.3
Cash (Over)/Short	8,834	0.5
Contract Services	10,542	0.6
Other	<u>13,965</u>	<u>0.8</u>
<b>Total Expenses</b>	<b>\$224,663</b>	<b>12.5 %</b>
<b>Net Income</b>	<b>\$834,178</b>	<b>46.3 %</b>
Average Net Income	\$4,995	
Number Of Licensees Reporting Activity:	167	
<b>Donated Prizes</b>	<b>\$182,996</b>	
(Included In Prizes Paid)		

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

Source: Washington State Gambling Commission

**By County**  
For 4th Quarter 2004

**RAFFLES**

County	Number of Licensees*	Gross Receipts	Prizes Paid	Net Receipts	Expenses	Net Income
Adams	0	\$0	\$0	\$0	\$0	\$0
Asotin	1	5,870	1,890	3,980	639	3,341
Benton	10	51,215	10,479	40,736	10,704	30,032
Chelan	7	33,736	23,395	10,341	5,503	4,838
Clallam	3	1,922	1,262	660	187	473
Clark	5	52,478	27,833	24,645	8,425	16,220
Columbia	2	1,678	801	877	242	635
Cowlitz	4	59,060	15,390	43,670	6,173	37,497
Douglas	2	7,637	33	7,604	970	6,634
Ferry	0	0	0	0	0	0
Franklin	3	35,811	10,172	25,639	1,667	23,972
Garfield	0	0	0	0	0	0
Grant	8	29,823	15,377	14,446	2,126	12,320
Grays Harbor	2	815	150	665	139	526
Island	1	6,415	2,200	4,215	595	3,620
Jefferson	1	2,891	1,413	1,478	644	834
King	41	589,879	202,473	387,406	64,487	322,919
Kitsap	5	21,482	14,323	7,159	2,880	4,279
Kittitas	3	18,112	7,761	10,351	1,984	8,367
Klickitat	1	5,026	4,382	644	54	590
Lewis	7	36,408	29,559	6,849	2,467	4,382
Lincoln	0	0	0	0	0	0
Mason	1	5,600	1,000	4,600	471	4,129
Okanogan	2	17,830	15,315	2,515	128	2,387
Pacific	3	43,690	37,125	6,565	871	5,694
Pend Oreille	1	2,150	1,100	1,050	316	734
Pierce	9	62,416	13,778	48,638	8,020	40,618
San Juan	1	8,607	5,008	3,599	171	3,428
Skagit	3	15,447	6,638	8,809	1,090	7,719
Skamania	0	0	0	0	0	0
Snohomish	14	452,031	173,547	278,484	64,945	213,539
Spokane	9	48,202	12,947	35,255	5,995	29,260
Stevens	2	2,042	400	1,642	108	1,534
Thurston	3	38,199	20,159	18,040	2,661	15,379
Wahkiakum	0	0	0	0	0	0
Walla Walla	1	12,388	8,372	4,016	617	3,399
Whatcom	4	14,814	9,795	5,019	1,798	3,221
Whitman	0	0	0	0	0	0
Yakima	8	116,366	67,122	49,244	27,586	21,658
<b>Total</b>	<b>167</b>	<b>\$1,800,040</b>	<b>\$741,199</b>	<b>\$1,058,841</b>	<b>\$224,663</b>	<b>\$834,178</b>

\* Only includes licensees reporting activity.

Source: Washington State Gambling Commission

*Top 3 counties for raffle gross receipts, prizes paid and net receipts are King, Snohomish, and Yakima.*

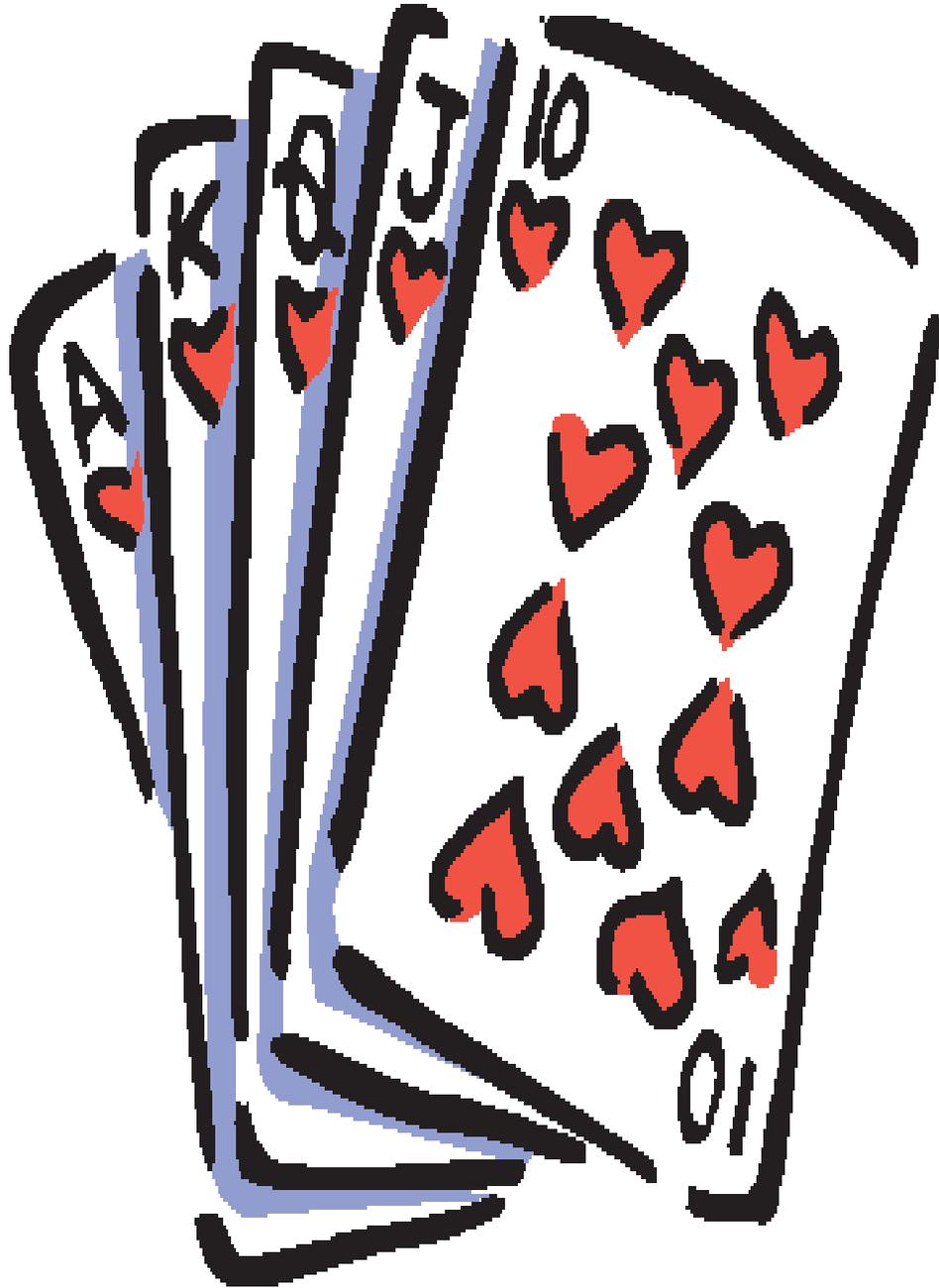
*Top 3 counties for number of raffles are King, Snohomish, and Benton.*

*Revenue & expenses are for gambling activity only and do not reflect all operating costs of the non-gambling portions of the nonprofit business or organization.*

This page intentionally left blank.

# Commercial Licensees

See page 4 for summary of all activities.



# COMMERCIAL OVERVIEW

## Summary of Activities For 4th Quarter 2004

### This Year

For Quarter Ending December 31, 2004

	<u>Punchboards/ Pull-Tabs</u>	<u>Card Rooms</u>	<u>Commercial Total</u>
Gross Receipts (1)	\$90,878,906	\$76,361,412	\$167,240,318
Prizes (2)	\$64,168,890	\$1,141,086	\$65,309,976
Net Receipts	\$26,710,016	\$75,220,326	\$101,930,342

### Last Year

For Quarter Ending December 31, 2003

	<u>Punchboards/ Pull-Tabs</u>	<u>Card Rooms</u>	<u>Total</u>
Gross Receipts (1)	\$94,692,390	\$62,137,106	\$156,829,496
Prizes (2)	\$67,883,045	\$558,687	\$68,441,732
Net Receipts	\$26,809,345	\$61,578,419	\$88,387,764

*Compared to the same quarter last year, gross receipts for punchboard/pull-tabs decreased and gross receipts for card rooms increased.*

Card room definitions:

- (1) Gross Receipts - includes funds from three types of card room activities:
- a) chair rental fees,
  - b) per hand fees, rakes and other fees collected in non-house-banked card rooms,
  - c) "net win" in house-banked card rooms.

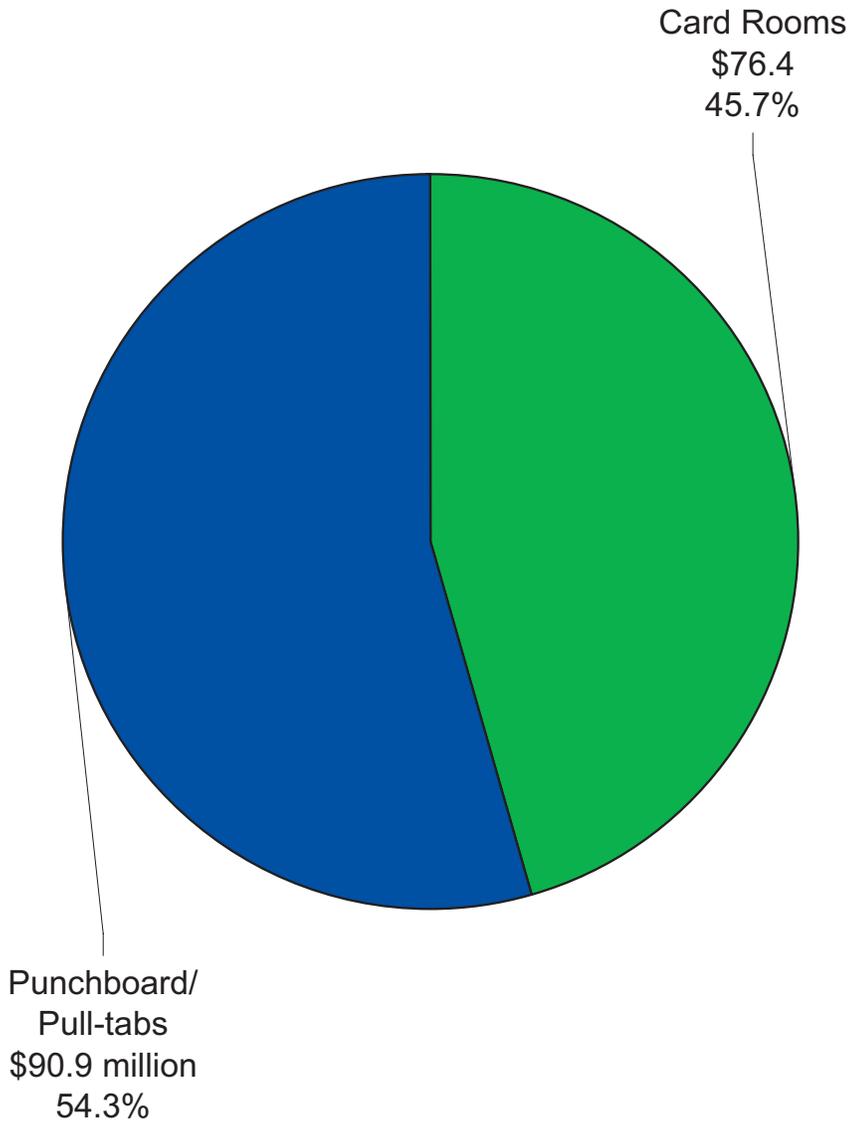
Rake - a percentage of the total amount wagered by players during one hand.

Net win - describes the total money taken in by house-banked card rooms, less the amounts paid out in winning hands.

- (2) Prizes - includes tournament awards, but not winning hands from house-banked card rooms. Those winning hands are already deducted to get net win and gross receipts.

**Distribution of Gross Receipts**

By Type of Activity  
For 4th Quarter 2004



*Punchboard/  
pull-tabs  
generate  
over half of the  
commercial  
sector's gross  
receipts.*

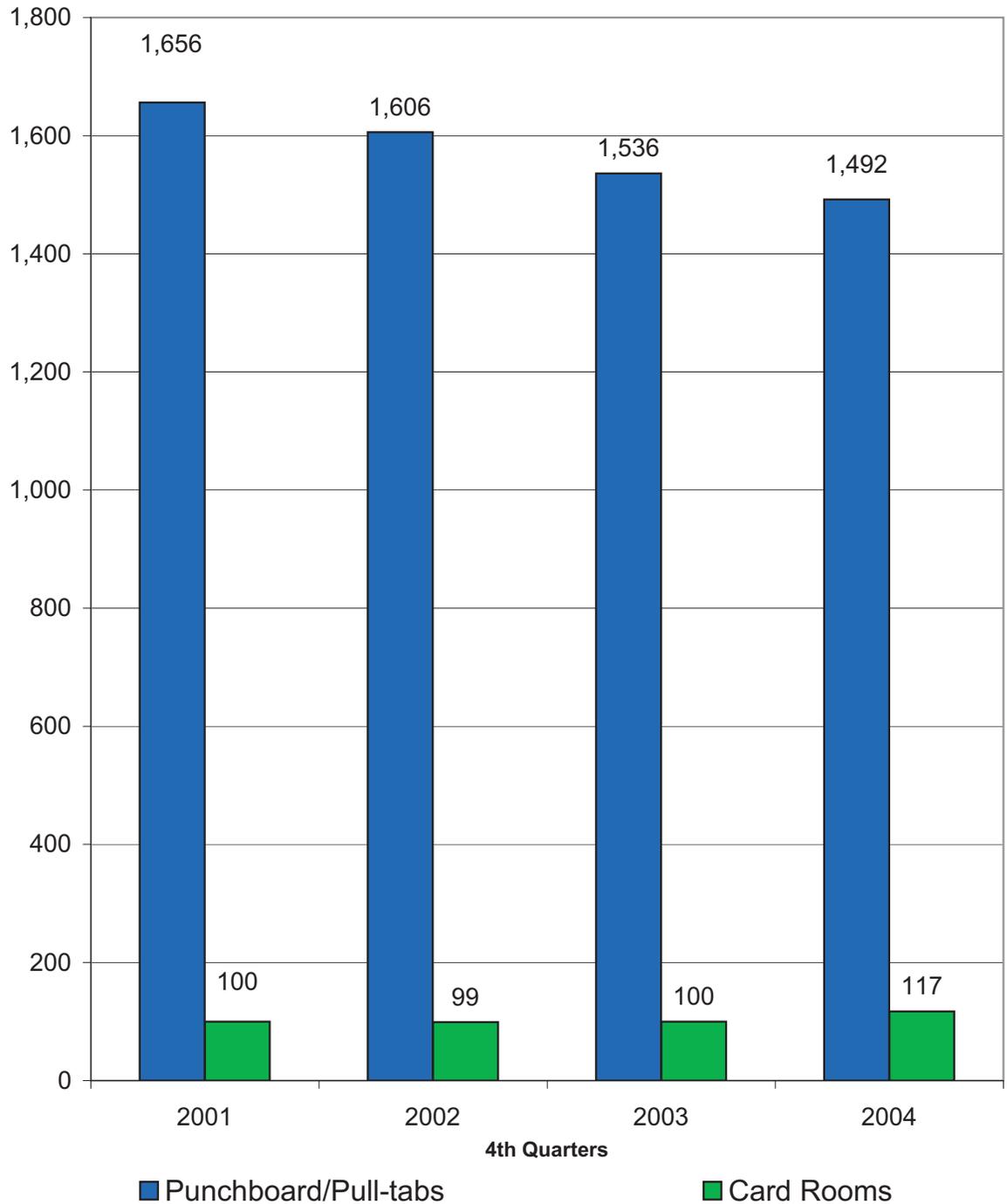
Source: Washington State Gambling Commission

# COMMERCIAL OVERVIEW

## Number of Licenses For 4th Quarter 2004

*The number of punchboard/pull-tab licenses decreased.*

*The number of card room licenses increased, since the same quarter last year.*

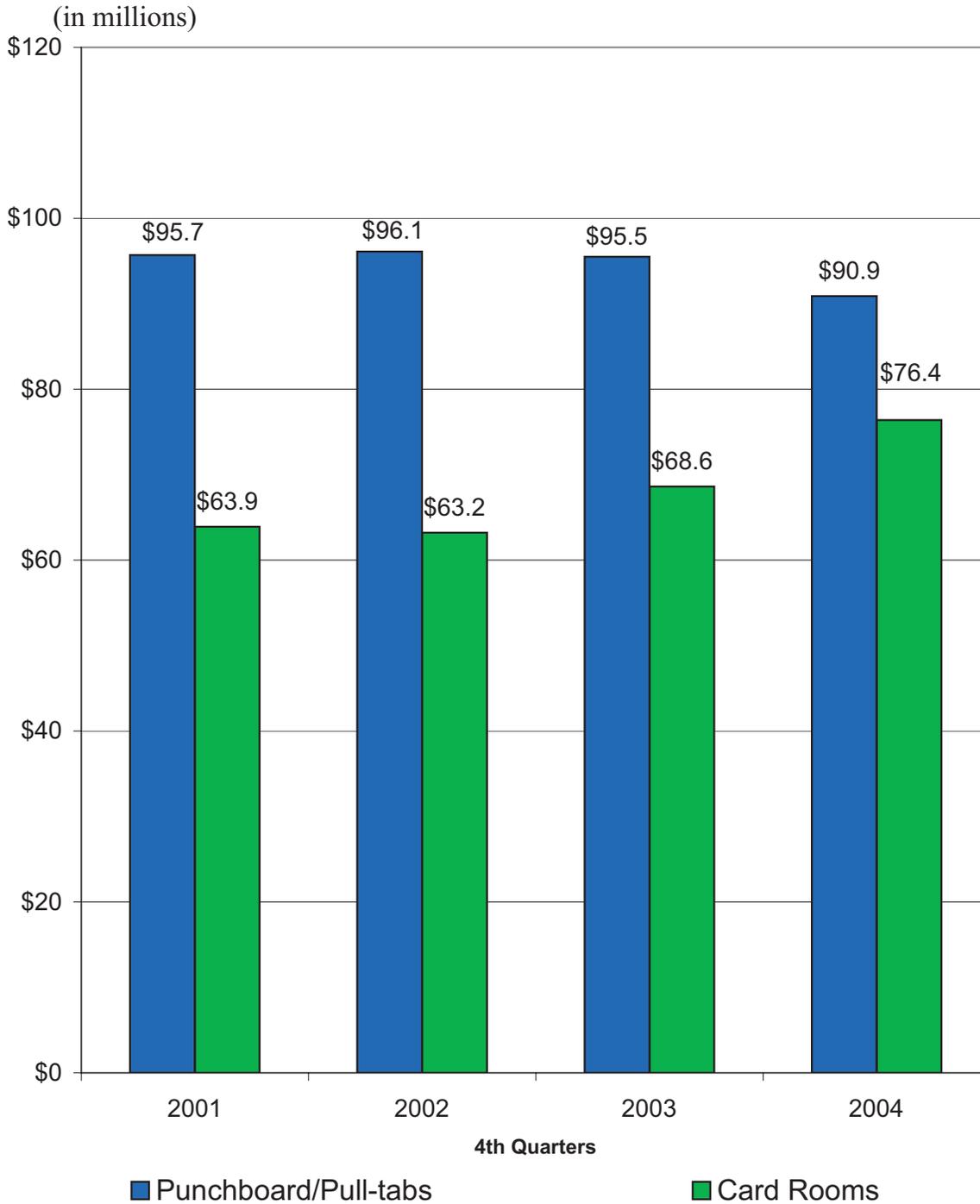


*Only includes licensees reporting activity.*

Source: Washington State Gambling Commission

**Gross Receipts**  
For 4th Quarter 2004

**COMMERCIAL  
OVERVIEW**



*Gross receipts for punchboard/pull-tabs decreased.*

*Card room gross receipts increased, since the same quarter last year.*

Source: Washington State Gambling Commission

*Only includes licensees reporting activity.*

**PUNCHBOARD/  
PULL-TABS  
(COMMERCIAL)**

**Income**  
For 4th Quarter 2004

**Pull-Tabs:**

Gross Receipts	\$90,411,880	100.0 %
Prizes -Cash	63,155,047	69.9
-Merchandise	756,790	0.8
<b>Pull-Tab Net Receipts</b>	<b>\$26,500,043</b>	<b>29.3 %</b>

**Punchboards:**

Gross Receipts	\$467,026	100.0 %
Prizes -Cash	109,821	23.5
-Merchandise	147,232	31.5
<b>Punchboard Net Receipts</b>	<b>\$209,973</b>	<b>45.0 %</b>

**Combined Totals:**

Gross Receipts	\$90,878,906	100.0 %
Prizes -Cash	63,264,868	69.6
-Merchandise	904,022	1.0
<b>Total Net Receipts</b>	<b>\$26,710,016</b>	<b>29.4 %</b>

*Revenue is for gambling activity only and does not reflect all operating costs of the non-gambling portions of the organization.*

Source: Washington State Gambling Commission

By County  
For 4th Quarter 2004

PUNCHBOARD/  
PULL-TABS  
(COMMERCIAL)

County	Number of Licensees*	Gross Receipts	Prizes Paid	Net Receipts	Reported Local Tax
Adams	6	\$55,553	\$35,605	\$19,948	\$877
Asotin	5	154,330	118,827	35,503	4,660
Benton	32	1,494,908	968,876	526,032	50,318
Chelan	26	1,294,756	883,173	411,583	8,648
Clallam	20	742,138	521,778	220,360	17,963
Clark	68	4,123,954	2,875,364	1,248,590	200,368
Columbia	2	29,585	24,213	5,372	326
Cowlitz	31	1,904,825	1,309,778	595,047	89,630
Douglas	9	495,884	347,471	148,413	408
Ferry	6	70,392	46,049	24,343	1,174
Franklin	12	655,253	458,931	196,322	31,524
Garfield	1	11,734	10,287	1,447	0
Grant	24	1,292,436	945,047	347,389	24,027
Grays Harbor	53	1,916,920	1,272,777	644,143	52,337
Island	15	862,513	645,915	216,598	4,374
Jefferson	6	139,117	90,410	48,707	682
King	272	23,229,584	16,586,346	6,643,238	1,102,563
Kitsap	48	3,157,767	2,227,199	930,568	101,632
Kittitas	17	596,852	416,702	180,150	7,801
Klickitat	9	183,385	125,871	57,514	1,589
Lewis	35	1,413,842	941,675	472,167	34,243
Lincoln	5	36,204	23,612	12,592	79
Mason	24	854,840	581,593	273,247	42,130
Okanogan	22	680,687	458,153	222,534	5,062
Pacific	23	512,231	336,577	175,654	17,513
Pend Oreille	9	188,239	141,821	46,418	278
Pierce	198	14,154,933	10,208,674	3,946,259	588,769
San Juan	5	203,436	147,379	56,057	638
Skagit	39	1,768,322	1,282,457	485,865	28,987
Skamania	2	103,575	63,287	40,288	425
Snohomish	145	11,182,846	7,671,443	3,511,403	468,309
Spokane	126	5,739,477	4,161,747	1,577,730	143,409
Stevens	23	338,907	219,932	118,975	2,094
Thurston	56	4,123,913	2,912,875	1,211,038	126,540
Wahkiakum	3	58,774	33,466	25,308	1,379
Walla Walla	11	434,207	292,624	141,583	3,975
Whatcom	40	3,997,369	2,962,110	1,035,259	43,867
Whitman	5	72,961	52,596	20,365	332
Yakima	59	2,602,257	1,766,250	836,007	64,263
<b>Total</b>	<b>1,492</b>	<b>\$90,878,906</b>	<b>\$64,168,890</b>	<b>\$26,710,016</b>	<b>\$3,273,193</b>

\*Only includes licensees reporting activity.

Source: Washington State Gambling Commission

Top 3 counties for commercial punchboard/pull-tab gross receipts are King, Pierce, and Snohomish.

Top 3 counties for prizes paid and net receipts are also King, Pierce, and Snohomish.

King also had the highest in reported local taxes, followed by Pierce and Snohomish.

Revenue is for gambling activity only and does not reflect all operating costs of the non-gambling portions of the organization.

# CARD ROOMS

## Income For 4th Quarter 2004

	House-Banked Licenses		Non House-Banked Licenses		Total Licenses	
Gross Receipts (1)	\$75,634,534	100.0 %	\$726,878	100.0 %	\$76,361,412	100.0 %
Prizes (2) -Cash	809,749	1.1	39,597	5.4	849,346	1.1
-Merchandise	291,590	0.4	150	0.0	291,740	0.4
Net Receipts	\$74,533,195	98.5 %	\$687,131	94.5 %	\$75,220,326	98.5 %

### Number Of Commercial Licensees (3):

- Reporting Activity**	94	23	117
- Reporting No Activity	4	10	14
- Not Reporting	0	0	0
Total	98	33	131

### \*\* Percent Of:

- Licenses	80.3%	19.7%	100.0%
- Gross Receipts	99.0%	1.0%	100.0%

### Card room definitions:

- (1) Gross Receipts - includes funds from three types of card room activities:
- chair rental fees,
  - per hand fees, rakes and other fees collected in non-house-banked card rooms,
  - "net win" in house-banked card rooms.

Rake - a percentage of the total amount wagered by players during one hand.

Net win - describes the total money taken in by house-banked card rooms, less the amounts paid out in winning hands.

- (2) Prizes - includes tournament awards, but not winning hands from house-banked card rooms. Those winning hands are already deducted to get net win and gross receipts.
- (3) Reported activity includes only those card rooms licensed to collect fees or operate house-banked card games (Classes B, C, E, F, or house-banked licenses).

*Revenue is for gambling activity only and does not reflect all operating costs of the non-gambling portions of the organization.*

Source: Washington State Gambling Commission

**By County**  
For 4th Quarter 2004

**CARD ROOMS**

County	Number of Licensees*	Gross Receipts	Prizes Paid	Net Receipts	Reported Local Tax
Adams	0	\$0	\$0	\$0	\$0
Asotin	1	104,512	0	104,512	10,451
Benton	5	2,271,467	71,545	2,199,922	218,744
Chelan	0	0	0	0	0
Clallam	1	309,295	20,710	288,585	28,859
Clark	4	9,182,052	0	9,182,052	916,614
Columbia	0	0	0	0	0
Cowlitz	2	1,536,596	35,670	1,500,926	154,924
Douglas	3	1,034,278	7,124	1,027,154	82,025
Ferry	0	0	0	0	0
Franklin	1	1,245,199	23,160	1,222,039	124,520
Garfield	0	0	0	0	0
Grant	2	696,150	740	695,410	69,513
Grays Harbor	1	360,199	1,300	358,899	27,279
Island	1	6,090	0	6,090	0
Jefferson	1	990	0	990	0
King	30	29,761,026	472,876	29,288,150	3,299,337
Kitsap	5	2,328,214	43,188	2,285,026	84,199
Kittitas	2	563,418	15,860	547,558	35,392
Klickitat	2	12,163	13,090	-927	160
Lewis	2	120,429	0	120,429	705
Lincoln	0	0	0	0	0
Mason	1	252,526	7,100	245,426	0
Okanogan	2	1,186	0	1,186	68
Pacific	2	91,704	19,086	72,618	4,326
Pend Oreille	0	0	0	0	0
Pierce	13	8,774,506	46,599	8,727,907	1,022,487
San Juan	0	0	0	0	0
Skagit	0	0	0	0	0
Skamania	0	0	0	0	0
Snohomish	12	8,683,085	252,038	8,431,047	840,498
Spokane	9	3,935,691	64,890	3,870,801	584,494
Stevens	0	0	0	0	0
Thurston	2	1,538,568	0	1,538,568	150,840
Wahkiakum	0	0	0	0	0
Walla Walla	2	547,863	7,330	540,533	54,256
Whatcom	2	499,155	9,544	489,611	48,849
Whitman	1	352,539	0	352,539	35,253
Yakima	8	2,152,511	29,236	2,123,275	210,069
<b>Total</b>	<b>117</b>	<b>\$76,361,412</b>	<b>\$1,141,086</b>	<b>\$75,220,326</b>	<b>\$8,003,862</b>

\*Only includes licensees reporting activity.

Source: Washington State Gambling Commission

*King county leads all counties by a substantial amount for gross receipts from card rooms.*

*After King, the counties with the most gross receipts are Clark, Pierce, and Snohomish.*

*King county received over \$3 million in local taxes from their card rooms.*

*Clark county received over \$900,000 in local taxes from their card rooms.*

*Pierce county received over \$1,000,000 in local taxes.*

*Revenue is for gambling activity only and does not reflect all operating costs of the non-gambling portions of the organization.*

Washington State Gambling Commission  
Financial Reporting Services  
4565 7th Avenue Southeast  
P. O. Box 42400  
Olympia, Washington 98504-2400  
1-800-345-2529, extension 3474  
Locally (360) 486-3474  
[www.wsgc.wa.gov](http://www.wsgc.wa.gov)

4/13/05