

New York
Veterans of Foreign Wars

THE MODERNIZATION OF Bell
Jar Tickets



VFW

VETERANS OF FOREIGN WARS.®

Agenda

Introduction

Modernization of Charitable Gaming in New York

- Who is impacted?
- Where have we come from?
- What does it look like?
- Why is it necessary?
- When does the legislative cadence begin?

Next Steps

- Why do you need to get involved?
- Who needs to participate?
- Where do you participate?
- What steps do we need to take to move legislation forward?
- When will the governor sign the legislation?

Summary

Introduction

• **About the Speaker...**

- Colonel Joe Morris, USMC, Ret. Director of Veteran & Fraternal Relations at Arrow International.
- Currently working in five jurisdictions to drive success for the VFW.
- VFW Lifetime Member / VFW Post 1503.
- 41 years Marine Corps.
- Both enlisted and officer.
- Served multiple overseas tours in areas of conflict.
- Served at all levels from the tactical to the strategic.





Proudly WWII Veteran-Founded
and headquartered in
Cleveland , OH

NEW YORK CHARITABLE GAMING BILLS

(2024)



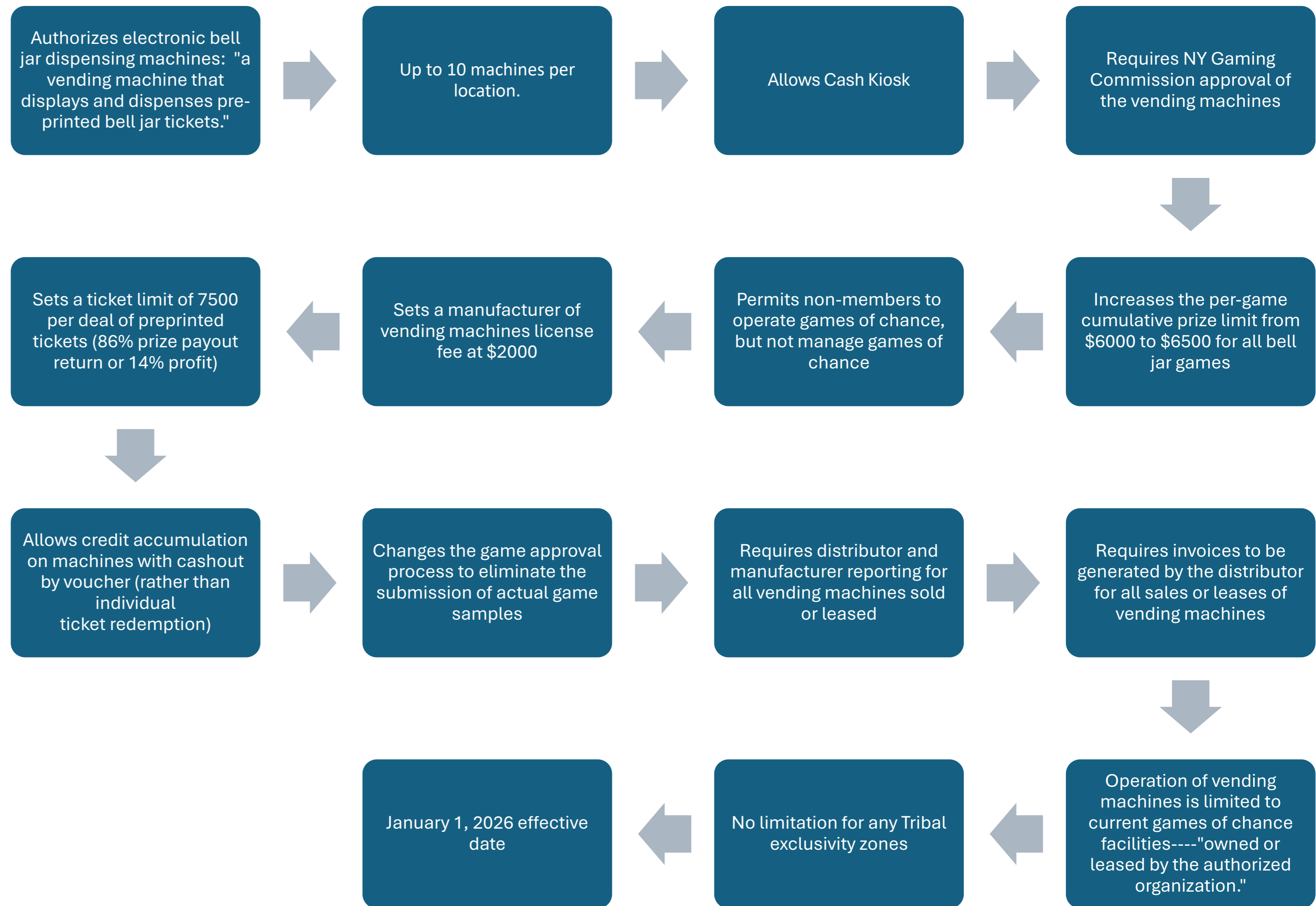
A.4813/S.1959

- Authorizes the use of electronic bell jar vending machines.
- Requires use of preprinted tickets.
- Permits up to 5 devices per location.
- Would be integrated into the current regulatory structure.

A.4814/S.6022

- Eases certain restrictions on the conducting of games of chance and bingo for charitable purposes.
- Authorizes auxiliary members of authorized organizations to operate games of chance and bingo.
- Authorizes conducting of games of chance and bingo on Sundays.
- Expands the frequency upon which bingo games may be held.
- Expands advertising of games of chance and bingo games.

Key Provisions of New Bill for 2025





Modernization of Charitable Gaming in New York

Who is impacted?

Each NY VFW Post with Bell Jar Tickets is missing out on potentially \$234K annually in additional gaming revenue!

No. VFW Posts Operating	Gross Receipts	Prizes Paid**	Net Receipts	Net Receipts/Post
207	\$538,412,000	\$489,824,000	\$48,588,000	\$234,720

• *FY 2023 Ohio VFW Electronic Pull-Tab Revenue*

Where has charitable gaming been modernized?



North
Dakota



Virginia



New
Hampshire



Mississippi



New Mexico



Kentucky



Minnesota



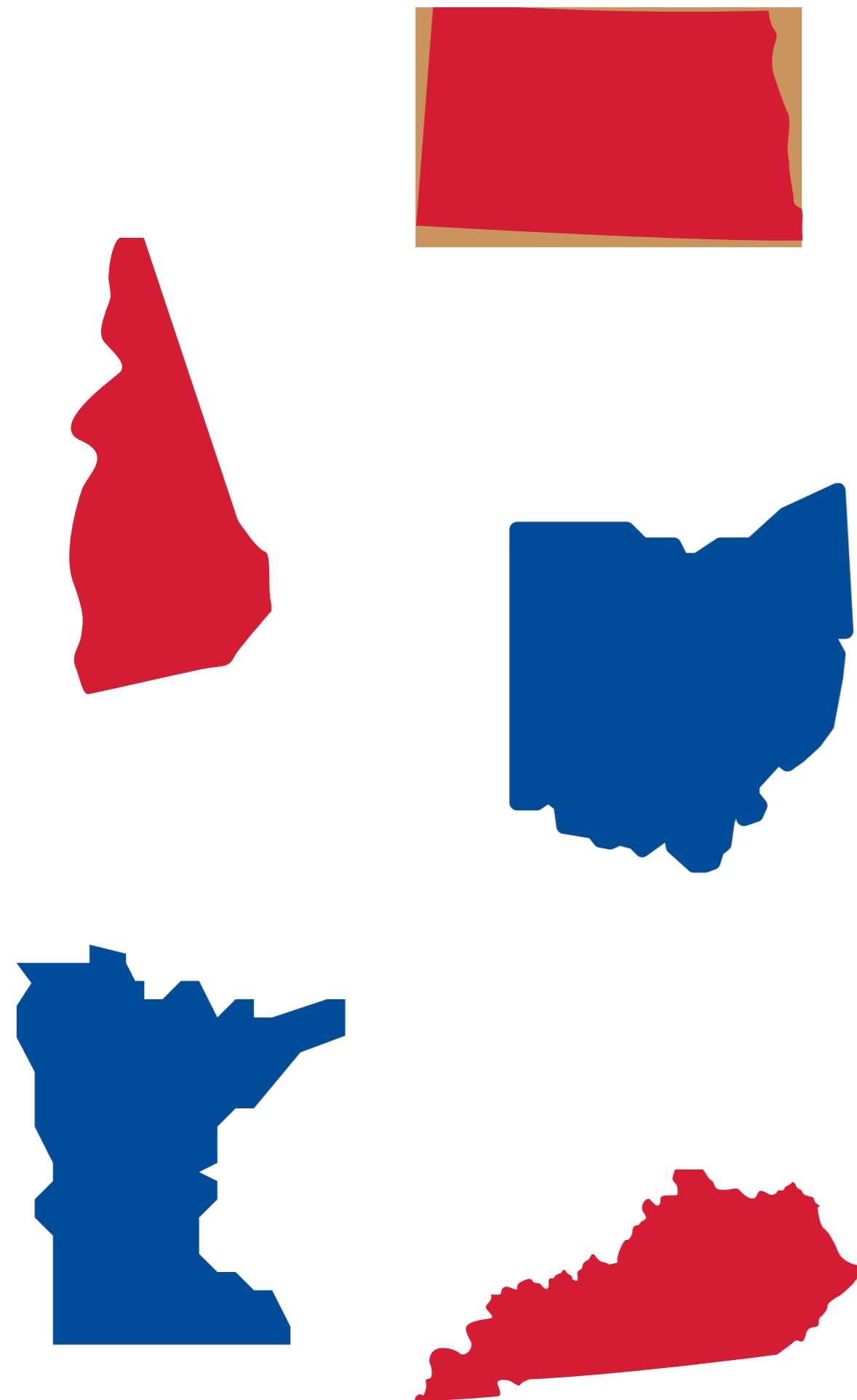
Maryland



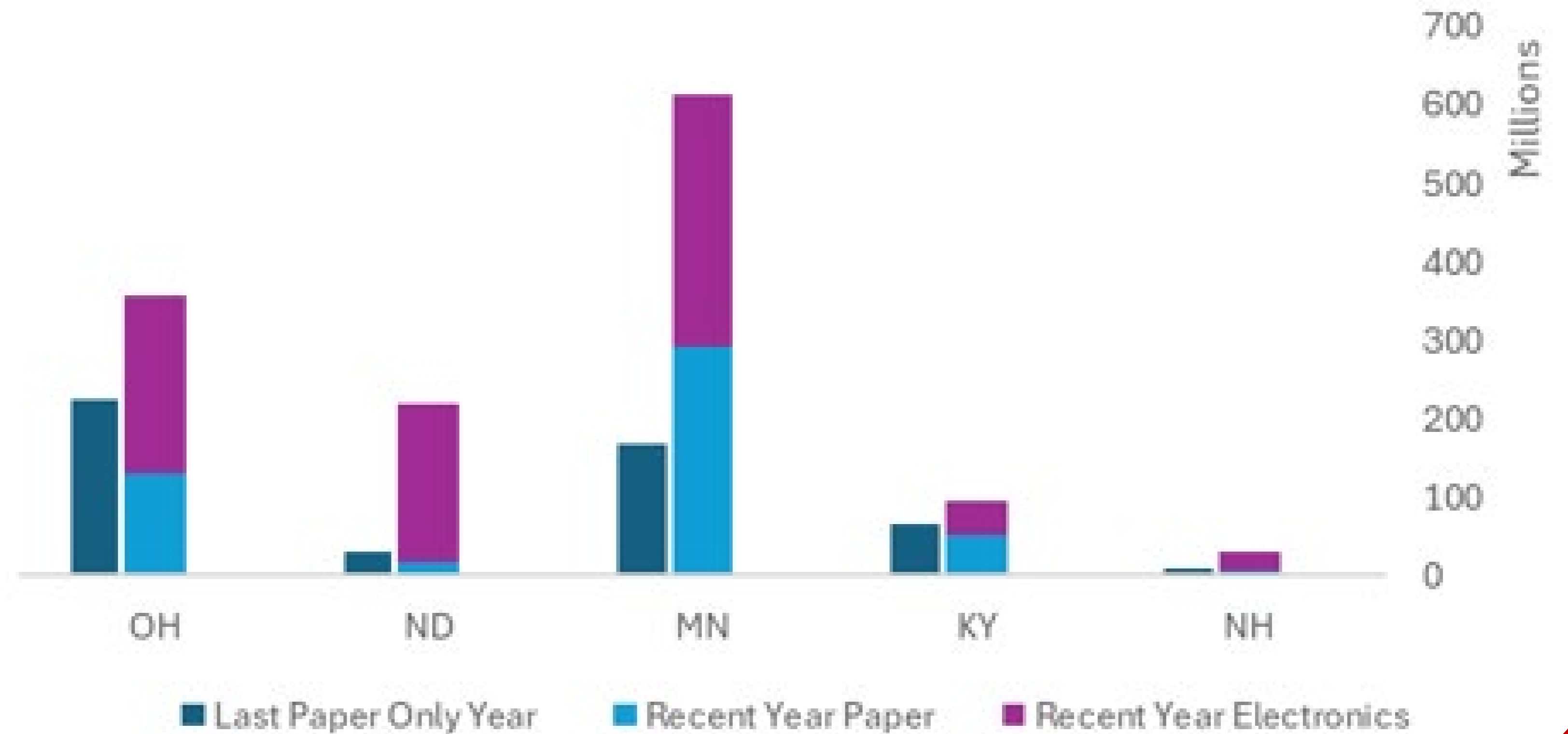
Ohio

Electronic Pull-Tab Revenue Comparisons

- Before & After Modernization -



Pull-Tabs Net Receipts Growth - Charities Win!





What does MODERN CHARITABLE GAMING look like? (Electronic) Bell Jar Tickets

- As each electronic game is played, a preprinted paper ticket with symbols matching the on-screen game is dispensed below the button deck.
- The device tracks player balances.
- A redemption ticket is printed when a player cashes out.

WHAT THE COMPARISON OF PAPER & ELECTRONIC BELL JAR TICKETS LOOK LIKE



Paper Bell Jar Tickets	Electronic Bell Jar Tickets
Contains a set of <u>finite</u> and predetermined number of tickets	Contains a set of <u>finite</u> and predetermined number of tickets
Has a defined payout	Has a defined payout
Winners & losers are predetermined by the manufacturer	Winners & losers are predetermined by the manufacturer
Charity has a guaranteed profit of a predetermined amount	Charity has a guaranteed profit of a predetermined amount
→ Tickets are dispensed from a container by a seller upon request of a player	Tickets are revealed on the device upon request of a player (button press) ←
Seller has no effect on who wins or loses	Device has no effect on who wins or loses (all predetermined)
Players compete against each other to win the predetermined prizes in the game	Players compete against each other to win the predetermined prizes in the game
Winning or losing symbols are identified on the ticket	Winning or losing symbols are identified on the ticket
Winning tickets are redeemed for prizes	Winning tickets are redeemed for prizes
→ Charity manually counts tickets sold, and manually reports proceeds	Device digitally records tickets sold, and configures reports for submission ←

Why is modernization necessary?

- **Doubles your revenues.**
- **Takes the human out of the loop.**
- **Eliminates / reduces shrinkage.**
- **Reduces the Administrative Burden.**
- **Results in a growing membership.**



When does the legislative cadence begin?

- NOW. Discuss this NOW at your posts and with your comrades and auxiliary members.
- Use the advocacy tool today to get the message out to your elected officials.

<https://win.newmode.net/arrowinternational/helpnewyorkveteranscharitiesandcommunitiesthrivebyeasingoutdatedrestrictions>

- More tools and events are on the way.





Next Steps

In partnership with the NY VFW:

- Legislative summit held in Nov '24 with all VSO and Fraternal legislative stakeholders (VFW, Legion, Moose and Elks).
- The modernization of Bell Jar Legislation is a priority state legislative initiative for the VFW.
- Jan 2025: NY Legislators reconvened and new committee chairs assigned. The two committee chairs:
 - Assembly Chair Racing and Wagering, Assembly woman Carrie Woerner
 - Chairman of the Committee on Racing, Gaming, and Wagering: Senator Joseph P. Addabbo Jr
- 2025 March 12: Legislative Breakfast.
- 2025 TBD: Media events, legislative events, website launch, monthly newsletters, coalition launch.



Summary



Five Ws

- Who
- What
- Where
- When
- Why



A 3D rendering of a field of dark grey question marks. In the center, one question mark is highlighted in a bright yellow color. The word "Questions?" is written in white text across the yellow question mark.

Questions?

Thank You

