



CGAO

Commercial Gaming Association Ontario

Web Site: www.cgao.ca

Industry *Communication*

*Very Important**Very Important*

Commercial Operator – Data (HLT)

Although last Thursday, 12th June 2008, was the deadline date for the completion of the HLT data template by all Commercial Operators who are operating under 207:1:b, it would appear that we are still awaiting the completion of some reports.

I realize that the template does generate a '*chunk of work*' (especially for the independent Operators) but the importance of ensuring your data is completed and forwarded to HLT will allow for a broad assessment of the New Revenue Model and the impact for Commercial Operators.

Over the course of the last 12 months I have received many telephone calls indicating the financial challenge the Commercial Operators were or are facing and thus have requested various changes to the model, food service being the number one request. The completion of this data template will allow a comprehensive '*financial picture*' to emerge and will guide or support decisions on any re-alignment (if required) of the model formula.

I am therefore *encouraging* you, if you have not already completed the data template, to make immediate contact with Ms. Carla Giancola at HLT Advisory and please indicate to Carla when she could expect the information.

I do realize that there is work involved in this initiative but it is *valuable work* and well worth the effort by the Commercial Operators to ensure we have the information filed with HLT.

To those Operators who have already completed the data template and forwarded it to HLT, I wish to thank you for your swift attention and co-operation on this initiative. I know it has taken a tremendous effort by your Management/Financial Teams and they deserve full credit. Well Done.

Should you have any questions, please speak directly to myself or one of the two individuals indicated below.

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Director – Sector Liaison

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cc: Ms, Carla Giancola - HLT Advisory