

Industry – Communication

AGCO RELEASES BULLETIN -051 *Interim Revenue Model for Pooling Bingo Centres*

On Friday afternoon, 17th February 2006, the AGCO Operations & Registrations Department released to the Industry at large Bulletin -051 *Interim Revenue Model for Pooling Bingo Centres*, a copy of which is attached.

This *option* has been made available after a delegation, which was combined of Commercial Operators and Charities, from the primary Associations collectively made a presentation to the AGCO Senior Management for the change to enable the Industry to maintain a period of *Financial Stability* and look to halt or reverse the pattern of Bingo Centre closures.

The Senior Management at the AGCO is responding to *our request*. This temporary framework is not designed or expected to be a long-term solution. It is only allowing a period of re-alignment while the AGCO forges ahead with a more detailed analysis of the *Business (Revenue) Model* via the Modernization of Charitable Gaming framework, which this Association fully supports.

The scope of this temporary model is based on individual Bingo Centres working together to understand the needs of that marketplace, in regards to the actual trading position by the Commercial Operator, Charity Association and Municipality. It is about communication and the understanding of the difficult trading environments that we in the Commercial Sector have spoken of for some time.

I wish to acknowledge the work of the AGCO and directly Mr. Jean Major and his team in turning this around swiftly. Certainly, from our position (CGAO) we are delighted that this has been introduced and the AGCO should have full credit. Also, to my various industry colleagues for their assistance in working together to bring a united and concise document forward.

Should you have any comments, please speak with me directly.

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