



May 21, 2008

**Re: Ontario Bingo Revenue Model – One Year Review**

Dear;

As part of the one year review of the bingo revenue model being undertaken by the Alcohol and Gaming Commission of Ontario, HLT Advisory Inc. (“HLT”) has been retained to independently assess the impact on the bingo market place of the new bingo revenue model which was implemented on May 1, 2007.

A significant component of this assessment will be an analysis of bingo operations across Ontario. To this end, HLT is contacting you to gather financial information. A financial reporting template in excel format has been attached which requests monthly financial information for three years beginning May 1, 2005 and ending April 30, 2008.

HLT is requesting financial information beginning May 1, 2005 for the following reasons:

- To assess the impact of the province wide smoking ban implemented on May 1, 2006.
- To analyze operations prior and post implementation of the New Bingo Revenue Model.
- To allow utilization of already collected financial information from 2003, 2004 and 2005 from the original bingo revenue model analysis.

Please be assured that all financial data will be kept in strict confidence and will not be shared with competitors. Further, all data presented in our final report will be aggregated at a sufficient level as to not disclose individual hall operations. Completed financial templates are requested by June 12, 2008 and can be e-mailed to [carlagiancola@hlta.ca](mailto:carlagiancola@hlta.ca).

Any questions or concerns can be directed to Robert Scarpelli or Carla Giancola at HLT Advisory Inc., (416) 924-7737, or Kathy Klas, Director of Sector Liaison Branch, AGCO at (416) 326-0381 or by email at [kathy.klas@agco.gov.on.ca](mailto:kathy.klas@agco.gov.on.ca)

Thank you in advance for your participation. If you wish to discuss any aspect of this letter, please do not hesitate to contact us.

Sincerely,

**HLT Advisory Inc.**

Carla Giancola