December 2, 2016

Re: Your request for access to information under Part II of the Access to Information and Protection of Privacy Act [Our File #: FIN-62-2016]

On October 13, 2016, the Department of Finance received your request for access to the following records/information:

“Correspondence, in any and all formats, including paper and electronic, relating to an email request Sept. 27 for annual VLT revenue figures and if the provincial government and Atlantic Lottery Corporation had considered extended VLT hours of operation.”

On November 9, 2016, you were advised that the Department of Finance had made its decision to provide partial access to the requested information; however, this information, if disclosed, might affect the business interests of a third party. As such a third party advisory notice was issued pursuant to section 19 of the Act.

The time has expired for the Third Party to file an appeal regarding access to this information. As such, the Department of Finance is pleased to advise that your request has been granted in part and is attached.

It is important to note the following regarding the attached:

- Some information is considered Policy Advice or Recommendations and has been severed pursuant to section 29.(1)(a) of the Access to Information and Protection of Privacy Act, 2015.

- Some of the information is considered Harmful to Personal Privacy pursuant to section 40.(1) of the Access to Information and Protection of Privacy Act, 2015.
Please be advised that you may ask the Information and Privacy Commissioner to review the processing of your access request, as set out in section 42 of the Access to Information and Protection of Privacy Act (the Act).

A request to the Commissioner must be made in writing within 15 business days of the date of this letter or within a longer period that may be allowed by the Commissioner. The address and contact information of the Information and Privacy Commissioner is as follows:

Office of the Information and Privacy Commissioner  
2 Canada Drive  
P. O. Box 13004, Stn. A  
St. John’s, NL. A1B 3V8

Telephone: (709) 729-6309  
Toll-Free: 1-877-729-6309  
Facsimile: (709) 729-6500

You may also appeal directly to the Supreme Court Trial Division within 15 business days after you receive the decision of the public body, pursuant to section 52 of the Act.

Please be advised that this letter will be published following a 72 hour period after it is sent electronically to you or five business days in the case where records are mailed to you. It is the goal to have the letter posted to the Completed Access to Information Requests website within one business day following the applicable period of time. Please note that requests for personal information will not be posted online.

If you have any further questions, please feel free to contact the undersigned by telephone at 709-729-2082, or by email at bethbartlett@gov.nl.ca.

Sincerely,

Beth Bartlett  
ATIPP Coordinator

Attachment
Thanks, Maxine. I will update.

Hi Tansy

Please see updated VLT numbers in red below.

Thanks,
Maxine

Maxine,
Can’t confirm exact numbers, but what I have is in the ballpark. There is a year-end profit adjustment that comes in July every year where I don’t get the details on the sources, but that’s not usually that large and has been negative in some years.

See red below for what I have.

Charles

Hi Charles,

Can you confirm that the following are the revenues that the province have received from VLTs for the past 5 years?

2015/16 - $91.4 million $91.2M
2014/15 - $81.5 million $79.4M
2013/14 - $76.4 million $75.3M
2012/13 - $75.9 million $75.0M
2011/12 – $74.4 million $74.1M

Thanks,
Maxine
From: Griffin, Jay
Sent: Wednesday, September 28, 2016 10:11 AM
To: Mundon, Tansy
Cc: Kearsey, Maxine
Subject: RE: VLTs

Suggest slight edits...

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. 29.(1)(a)

From: Mundon, Tansy
Sent: Wednesday, September 28, 2016 9:38 AM
To: Griffin, Jay
Subject: RE: VLTs

Jay,

Suggest the following response. Please advise if you’re okay with this.

Suggested response
VLT revenue to the province for the last five years is as follows:
2015/16 - $91.4 million
2014/15 - $81.5 million
2013/14 - $76.4 million
2012/13 - $75.9 million
2011/12 - $74.4 million

ALC routinely provides updates to the province as a stakeholder on options that may be considered to increase revenue. 29.(1)(a)

From: Griffin, Jay
Sent: Tuesday, September 27, 2016 4:57 PM
To: Mundon, Tansy; Kearsey, Maxine
Subject: FW: VLTs

Thanks Maxine.

From: Kearsey, Maxine
Sent: Tuesday, September 27, 2016 4:56 PM
To: Griffin, Jay
Subject: RE: VLTs

This is what I have in the Budget information.
I can confirm with Charles in the morning.

2015/16 - $91.4 million
2014/15 - $81.5 million
2013/14 - $76.4 million  
2012/13 - $75.9 million  
2011/12 - $74.4 million

From: Griffin, Jay  
Sent: Tuesday, September 27, 2016 4:47 PM  
To: Munden, Tansy  
Cc: Kearsey, Maxine  
Subject: RE: VLTs

Maxine, could you pull out the five years please. Tansy, we should chat about the operating hours.

From: Munden, Tansy  
Sent: Tuesday, September 27, 2016 4:32 PM  
To: Griffin, Jay  
Subject: FW: VLTs

Jay,
Please see below. Do you have this info?

Thanks,
Tansy

From: [mailto: ]  
Sent: Tuesday, September 27, 2016 4:14 PM  
To: Munden, Tansy  
Subject: VLTs

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
Hi Tansy,

If you could give me a quick call when you have a chance that would great. Disregard my first vm - I left the wrong cell number.

Thanks
Tracey
Sent from my iPhone

On Sep 28, 2016, at 10:40 AM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

This afternoon.

From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 11:01 AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Thanks Tansy. If you don’t mind waiting for Tracey C.’s ok due to the sensitivity of the issue. When do you hope to get back to the reporter?

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 10:11 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

Here is our draft response. Please advise asap if you have any concerns.

Thanks,
Tansy

Suggested Response:

VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue.
Hi Tansy,
I am copying Tracey Cutcliffe.
You will recall we had the same request from the reporter last week.
Here is what we responded:
The current hours of operation are from noon until midnight. Atlantic Lottery does not intend to increase video lottery hours in the near future.

Please send your response to Tracey C and cc Tracy Kenney and me,
Thank you Tansy!
Christine

Christine,

Please see media request below. I will send you our response this morning before we send to the reporter.

Thanks,
Tansy

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years.
Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.

"This email and any attached files are intended for the sole use of the primary and copied addressee(s) and may contain privileged and/or confidential information. Any distribution, use or copying by any
Yes

Sent from my BlackBerry 10 smartphone on the Bell network.

Minister,
Are you okay with this response?

Thanks,
Tansy

Minister/Donna,
Please see suggested statement below for your review. Jay has reviewed.

Suggested Statement:
VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue.

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
Yes

Sent from my BlackBerry 10 smartphone on the Bell network.

Minister, Are you supportive of the suggested revised line below?

Recommended replacement for last sentence:
The Government of Newfoundland and Labrador has no plans to change the current hours of operations for video lottery.

Let me know if that works for you
Thanks
Christine

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue.

This afternoon.

From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 11:01 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs
Thanks Tansy. If you don’t mind waiting for Tracey C.’s ok due to the sensitivity of the issue. When do you hope to get back to the reporter?

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 10:11 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

Here is our draft response. Please advise asap if you have any concerns.

Thanks,
Tansy

Suggested Response:

VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 – $74.1 million

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29.(1)(a)

From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 9:58AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Hi Tansy,
I am copying Tracey Cutcliffe.
You will recall we had the same request from the reporter last week.
Here is what we responded:
The current hours of operation are from noon until midnight. Atlantic Lottery does not intend to increase video lottery hours in the near future.

Please send your response to Tracey C and cc Tracy Kenney and me,
Thank you Tansy!
Christine

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 9:11 AM
To: Christine Manore <christine.manore@alc.ca>  
Subject: FW: VLTs

Christine,

Please see media request below. I will send you our response this morning before we send to the reporter.

Thanks,
Tansy

From: [mailto: ]  
Sent: Tuesday, September 27, 2016 4:14 PM  
To: Mundon, Tansy  
Subject: VLTs

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
From: Mundon, Tansy  
Sent: Wednesday, September 28, 2016 3:30 PM  
To: ‘Christine Manore’  
Cc: ‘Tracy Kenney’; ‘Tracey Cutcliffe’  
Subject: RE: VLTs  

Thanks, Christine. We are fine with this revised line. Please see revised below. Sending to the reporter now.

VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. The Provincial Government has no plans to change the current hours of operations for video lottery.

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From: Christine Manore [mailto:christine.manore@alc.ca]  
Sent: Wednesday, September 28, 2016 2:36 PM  
To: Mundon, Tansy  
Cc: Tracy Kenney; Tracey Cutcliffe  
Subject: RE: VLTs  

Hi Tansy,
Had a conversation with Tracey and Courtney. Would you consider replacing the last line with the one below?

29.(1)(a)

Recommended replacement for last sentence:
The Government of Newfoundland and Labrador has no plans to change the current hours of operations for video lottery.

Let me know if that works for you
Thanks
Christine

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. 29.(1)(a)

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From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]  
Sent: Wednesday, September 28, 2016 10:40 AM  
To: Christine Manore <christine.manore@alc.ca>  
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>  
Subject: RE: VLTs  

This afternoon.
From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 11:01 AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Thanks Tansy. If you don’t mind waiting for Tracey C.’s ok due to the sensitivity of the issue. When do you hope to get back to the reporter?

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 10:11 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

Here is our draft response. Please advise asap if you have any concerns.

Thanks,
Tansy

Suggested Response:
VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

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From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 9:58 AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Hi Tansy,
I am copying Tracey Cutcliffe.
You will recall we had the same request from the reporter last week.
Here is what we responded:
The current hours of operation are from noon until midnight. Atlantic Lottery does not intend to increase video lottery hours in the near future.

Please send your response to Tracey C and cc Tracy Kenney and me,
Thank you Tansy!
Christine
Christine,

Please see media request below. I will send you our response this morning before we send to the reporter.

Thanks,
Tansy

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Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.

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FYI, last line was revised. Statement has been sent.

VLT revenue to the province for the last five years is as follows:

2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. The Provincial Government has no plans to change the current hours of operations for video lottery.

From: Mundon, Tansy
Sent: Wednesday, September 28, 2016 2:11 PM
To: Caddell, Andrew; Cannizzaro, Michelle; Foote, Carla; Barfoot, Scott
Subject: FW: VLTs

FYI, I will be sending the following response shortly. Just wanted to make you aware.

VLT revenue to the province for the last five years is as follows:

2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. [s.40(1)]

From: [mailto:]
Sent: Tuesday, September 27, 2016 4:14 PM
To: Mundon, Tansy
Subject: VLTs

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
Thank you Tansy, much appreciated. We'll keep you posted if we get any calls or media inquiries on the topic.

Christine

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From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 3:00 PM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

Thanks, Christine. We are fine with this revised line. Please see revised below. Sending to the reporter now.

VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
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ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. The Provincial Government has no plans to change the current hours of operations for video lottery.

---

From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 2:36 PM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Hi Tansy,

Had a conversation with Tracey and Courtney. Would you consider replacing the last line with the one below?

*The Government of Newfoundland and Labrador has no plans to change the current hours of operations for video lottery.*

Let me know if that works for you

Thanks

Christine

ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue.

---
From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 10:40 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

This afternoon.

From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 11:01 AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Thanks Tansy. If you don't mind waiting for Tracey C.'s ok due to the sensitivity of the issue. When do you hope to get back to the reporter?

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 10:11 AM
To: Christine Manore <christine.manore@alc.ca>
Cc: Tracy Kenney <tracy.kenney@ALC.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>
Subject: RE: VLTs

Here is our draft response. Please advise asap if you have any concerns.

Thanks,
Tansy

Suggested Response:

VLT revenue to the province for the last five years is as follows:
2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million

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From: Christine Manore [mailto:christine.manore@alc.ca]
Sent: Wednesday, September 28, 2016 9:58AM
To: Mundon, Tansy
Cc: Tracy Kenney; Tracey Cutcliffe
Subject: RE: VLTs

Hi Tansy,
I am copying Tracey Cutcliffe.
You will recall we had the same request from the reporter last week.
Here is what we responded:
The current hours of operation are from noon until midnight. Atlantic Lottery does not intend to increase video lottery hours in the near future.
Please send your response to Tracey C and cc Tracy Kenney and me.

Thank you Tansy!

Christine

From: Mundon, Tansy [mailto:TansyMundon@gov.nl.ca]
Sent: Wednesday, September 28, 2016 9:11 AM
To: Christine Manore <christine.manore@alc.ca>
Subject: FW: VLTs

Christine,

Please see media request below. I will send you our response this morning before we send to the reporter.

Thanks,
Tansy

From: [mailto:][s.40(1)]
Sent: Tuesday, September 27, 2016 4:14 PM
To: Mundon, Tansy
Subject: VLTs

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years. Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.

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“ni email and any attached files are intended for the sole use of the primary and copied addressee(s) and may contain privileged and/or confidential information. Any distribution, use or copying by any means of this information is strictly prohibited. If you received this email in error, please delete it immediately and notify the sender.”
FYI, please see below. I could go back and indicate that the province has not asked ALC to extend operating hours for VLTs. Are you okay with that?

From: [mailto: ]
Sent: Wednesday, September 28, 2016 4:02 PM
To: Mundon, Tansy
Subject: Re: [Potential Junk/Spam] Re: VLTs

Thanks very much for the figures -- I’ve asked ALC for the corresponding numbers for the rest of Atlantic Canada. I should note the statement doesn’t really answer the specific question about whether ALC or the province considered expanding the hours, just that they don’t plan to.

Thanks again,

On Wed, Sep 28, 2016 at 3:30 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Hi [s.40(1)]

As requested, please see below.

Thanks,

Tansy

VLT revenue to the province for the last five years is as follows:

2015/16 - $91.2 million
2014/15 - $79.4 million
2013/14 - $75.3 million
2012/13 - $75.0 million
2011/12 - $74.1 million
ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. The Provincial Government has no plans to change the current hours of operations for video lottery.

From: [mailto] Sent: Wednesday, September 28, 2016 10:04 AM
To: Munden, Tansy
Subject: Re: [Potential Junk/Spam] Re: VLTs

Ah. Thanks very much!

On Wed, Sep 28, 2016 at 10:03 AM, Munden, Tansy <TansyMunden@gov.nl.ca> wrote:

Thanks, I think you need to get the info on other provinces from ALC directly.

From: [mailto] Sent: Wednesday, September 28, 2016 10:03 AM
To: Munden, Tansy
Subject: Re: [Potential Junk/Spam] Re: VLTs

I realize this increases the work but I figured I'd ask for revenue for the same time period for the other Atlantic provinces as well, for comparison's sake. Thanks very much!

On Tue, Sep 27, 2016 at 4:33 PM, Munden, Tansy <TansyMunden@gov.nl.ca> wrote:

Lol, thanks!
It's in 15 minutes! Hurry!!!

Just kidding. It's not for today. Sometime tomorrow would be grand, if possible.

---

On Tue, Sep 27, 2016 at 4:32 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Hi ~

Just a note to let you know I received your request and will be in touch asap. What is your deadline?

Thanks,

Tansy

---

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years.

Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
Hi ~

To clarify your original question, the Provincial Government has not asked ALC to extend operating hours for VLTs.

I hope this helps.

Tansi

---

Thanks very much for the figures -- I've asked ALC for the corresponding numbers for the rest of Atlantic Canada. I should note the statement doesn't really answer the specific question about whether ALC or the province considered expanding the hours, just that they don't plan to.

Thanks again,

---

On Wed, Sep 28, 2016 at 3:30 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Hi ~

As requested, please see below.

Thanks,

Tansy

VLT revenue to the province for the last five years is as follows:

1
ALC routinely provides updates on the business to the province as a shareholder. This includes changes in the gaming environment, efforts to achieve operational efficiencies and developments in responsible gaming best practices. A part of this reporting is also to identify opportunities that may be considered to increase revenue. The Provincial Government has no plans to change the current hours of operations for video lottery.

From: [mailto:]  
Sent: Wednesday, September 28, 2016 10:04 AM  
To: Munden, Tansy  
Subject: Re: [Potential Junk/Spam] Re: VLTs

Ah. Thanks very much!

On Wed, Sep 28, 2016 at 10:03 AM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Thanks, I think you need to get the info on other provinces from ALC directly.

I realize this increases the work but I figured I'd ask for revenue for the same time period for the other Atlantic provinces as well, for comparison's sake. Thanks very much!
On Tue, Sep 27, 2016 at 4:33 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Lol, thanks!

It's in 15 minutes! Hurry!!!

Just kidding. It's not for today. Sometime tomorrow would be grand, if possible.

On Tue, Sep 27, 2016 at 4:32 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Hi ~

Just a note to let you know I received your request and will be in touch asap. What is your deadline?

Thanks,

Tansy

Tansy, I'm looking for some information from the Department of Finance: First, I'm wondering if someone can tell me how much revenue Newfoundland and Labrador has collected from VLTs for the last five years.

Also, I was wondering if the Atlantic Lottery Corporation has asked the province for permission to extend operating hours for the machines. Or, conversely, if the provincial government has asked the corporation about doing so.
Great. Thanks very much! ALC is getting me the figures for the other Atlantic provinces.

On Wed, Sep 28, 2016 at 4:39PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Hi ~

To clarify your original question, the Provincial Government has not asked ALC to extend operating hours for VLTs.

I hope this helps.

Tansy

Thanks very much for the figures -- I've asked ALC for the corresponding numbers for the rest of Atlantic Canada. I should note the statement doesn't really answer the specific question about whether ALC or the province considered expanding the hours, just that they don't plan to.

Thanks again,

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Thanks,
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2015/16 - $91.2 million
2014/15 - $79.4 million
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Sent: Wednesday, September 28, 2016 10:04 AM

To: Mundon, Tansy
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No problem.

I think my finance peeps are going to call your finance peeps directly to coordinate 😊

---

Thanks, Christine. Appreciate you keeping me in the loop. I will be here for the morning but will be out with the Minister for a speaking engagement from 11:45 until 1:45.

---

I can check but I talked to finance about it and we don't calculate it that way but I think we can come up with an approximation. We'll figure out a way so that the figures correspond.

I will keep you posted.

I spoke to yesterday. He was swamped with other news and knows I am on it so I am confident that we are ok on that front and that we should take the time to be confident we are all in agreement with what we send.

I am meeting with Jen in finance at 9.

C

Sent from my iPhone

On Sep 30, 2016, at 8:06 AM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Is there any way you can include revenue only, as we did? That's what the reporter asked for.
Ok, thanks. I'll work on wording that provides proper context for the numbers we send, from the chart I sent earlier.

Sent from my iPhone

On Sep 29, 2016, at 5:40 PM, Mundon, Tansy <TansyMundon@gov.nl.ca> wrote:

Christine,

Please see below for clarification on the numbers we provided.

Sent from my BlackBerry 10 smartphone on the Bell network.

Hi Tansy

The request that you forwarded to me was worded as “...how much revenue Newfoundland and Labrador has collected from VLTs for the last 5 years”.

I took this to mean how much money does the province receive from ALC with respect to VLTs (i.e. net profit to the province), not VL revenue (which is the money into the machine less the winnings and does not account for commissions and administration costs.

The numbers I gave you were the revenues that the province records in the public accounts as the money received from ALC with respect to VLTs.

Can you please clarify?
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Following up on my email from earlier today: I have received the numbers from finance for VL receipts for all 4 provinces and the NL numbers we report publicly don’t match yours.

Finance believes that your numbers reflect VL NET INCOME (revenue minus retailer commissions, operating costs etc.) whereas our numbers reflect NET VL RECEIPTS, so cash in/cash out.

Also, the reporter is referring to your numbers as “VL revenue” but finance tells me it should be called NET VL PROFIT.

I don’t want to send any numbers that will contradict yours or cause potential misinformation to be reported.

Can you give me a call or shoot me an email about how you think it would be best to proceed? I have told reporter I would get back to him today but will ask for more time to make sure we are good with what we send.

Thanks,
Christine

**Net VL Receipts, as presented in our Accountability Reports and Annual Financial Statements, are as follows:**

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Thanks,

Christine

Christine Manore
Conseillère principale en communication
Senior Communications Counsel
christine.manore@alc.ca
T | 506-867-5946
C | 506-863-7694

---

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Just saw this, Jennifer — right after hitting send on the email I just sent.

Let me know if you’d like to chat.

---

Thanks Maxine,

They do closely align to our net profit figures on our annual report, I am just having a bit of a tough time tying them exactly. So, do you record the revenues on a cash basis (ie for F2016, you would reflect the F2015 true-up paid in July 2015, but not the F2016 true-up paid in July 2016)?

For example, when I look at our final F2016 Destination net profit for NL, and based on the annual report, it says $90.2M. The YE adjustment, for us, would be included in that figure (at least the Destination piece of it), so I’m struggling to understand how your figure is higher than ours. Maybe a quick call would help...are you available?

Thanks,
Jenn

---

Hi Jennifer

The numbers we provided were the revenues paid to NL by ALC with respect to VLTs.

Specifically they are as follows:
2015/16 - $91.2M
2014/15 - $79.4M
These figures should closely align with Net Profit numbers on your Financial Highlights section in your annual report for NL but have been adjusted for the year-end profit adjustment that comes in July.

---

**From:** Jennifer Mulherin  
**Sent:** Friday, September 30, 2016 9:55 AM  
**To:** Kearsey, Maxine  
**Subject:** FW: UPDATE: inquiry

Hi Maxine,

I wanted to reach out on the stream of emails below...

Can you please send me the figures that you provided, and the background on where they came from? I'm trying to tie them back to our financials, so that I can ensure we are aligned on what we release.

Thank you!

Jenn

Jennifer Mulherin, CPA, CA  ●  Manager, Accounting  
P 506.867.5800 (ext. 5346)  ●  jennifer.mulherin@alc.ca

---

**From:** Jennifer Mulherin  
**Sent:** Friday, September 30, 2016 7:40 AM  
**To:** Christine Manore  
**Subject:** Re: UPDATE: inquiry

Sure! I'll be there by 8 if you're in, and have a meeting from 8:30-9, then back in my office.

Thanks!  
Jenn

Sent from my iPhone
On Sep 30, 2016, at 7:11 AM, Christine Manore <christine.manore@alc.ca> wrote:

Good morning Jen
Can I come see you for a few minutes this morning. Just have to figure out how to properly phrase the explanation that will accompany the response to the journalist when we send the table of figures for VL by province.
Basically our numbers are reporting on something different than what the province reports on, there's nothing sinister there.
Thanks
Christine

Sent from my iPhone

Begin forwarded message:

From: "Mundon, Tansy" <TansyMundon@gov.nl.ca>
Date: September 29, 2016 at 4:03:54 PM ADT
To: Christine Manore <christine.manore@alc.ca>
Subject: Fw: UPDATE: inquiry

Christine,
Please see below for clarification on the numbers we provided.

Sent from my BlackBerry 10 smartphone on the Bell network.

From: Kearsey, Maxine <MaxineKearsey@gov.nl.ca>
Sent: Thursday, September 29, 2016 4:12 PM
To: Mundon, Tansy
Cc: Griffin, Jay
Subject: RE: UPDATE: inquiry

Hi Tansy

The request that you forwarded to me was worded as “...how much revenue Newfoundland and Labrador has collected from VLTs for the last 5 years”.

I took this to mean how much money does the province receive from ALC with respect to VLTs (i.e. net profit to the province), not VL revenue (which is the money into the machine less the winnings and does not account for commissions and administration costs.

The numbers I gave you were the revenues that the province records in the public accounts as the money received from ALC with respect to VLTs.
Can you please clarify?

Sent from my BlackBerry 10 smartphone on the Bell network.

Hi Tansy,
Following up on my email from earlier today: I have received the numbers from finance for VL receipts for all 4 provinces and the NL numbers we report publicly don't match yours.

Finance believes that your numbers reflect VL NET INCOME (revenue minus retailer commissions, operating costs etc.) whereas our numbers reflect NET VL RECEIPTS, so cash in/cash out.

Also, the reporter is referring to your numbers as "VL revenue" but finance tells me it should be called NET VL PROFIT.

I don't want to send any numbers that will contradict yours or cause potential misinformation to be reported.

Can you give me a call or shoot me an email about how you think it would be best to proceed? I have told reporter I would get back to him today but will ask for more time to make sure we are good with what we send.

Thanks
Christine

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Thanks,

Christine

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<image002.jpg>
This was helpful – thank you.

Hi Jennifer

I just had a discussion with Charles Tucker to gain further clarification on where our VLT numbers came from. The numbers I provided to Tansy (and you below) were provided to me by him.

The numbers below are the summation of the monthly figures provided to us by ALC with respect to our monthly transfer from ALC. The monthly figures come from the Income Statement by Line of Business, and are the Net Profit number for Destination.

So, for instance, the 2015/16 number of $91.2M below is composed of:

<table>
<thead>
<tr>
<th>Month Received</th>
<th>For Month</th>
<th>Destination</th>
</tr>
</thead>
<tbody>
<tr>
<td>April</td>
<td>March</td>
<td>$8,138,474</td>
</tr>
<tr>
<td>May</td>
<td>April</td>
<td>$7,573,649</td>
</tr>
<tr>
<td>June</td>
<td>May</td>
<td>$7,903,870</td>
</tr>
<tr>
<td>July</td>
<td>June</td>
<td>$7,333,755</td>
</tr>
<tr>
<td>August</td>
<td>July</td>
<td>$8,350,001</td>
</tr>
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<td>September</td>
<td>August</td>
<td>$8,321,558</td>
</tr>
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<td>October</td>
<td>September</td>
<td>$7,704,225</td>
</tr>
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<td>November</td>
<td>October</td>
<td>$8,274,993</td>
</tr>
<tr>
<td>December</td>
<td>November</td>
<td>$6,918,494</td>
</tr>
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<td>January</td>
<td>December</td>
<td>$7,024,796</td>
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Maxine

---

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From: Christine Manore  
Sent: Thursday, September 29, 2016 9:07 AM  
To: 'Mondon, Tansy' <TansyMondon@gov.nl.ca>  
Cc: Molly Cormier <molly.cormier@alc.ca>; Tracy Kenney <tracy.kenney@ALC.ca>; Courtney Pringle-Carver <courtney.ingleton-carver@alc.ca>; Tracey Cutcliffe <Tracey.Cutcliffe@alc.ca>  
Subject: inquiry  

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