

Message from the Executive Director

First, I want to wish everyone the very best for the holiday season!

Here is a brief synopsis of our current activities:

cGaming Revitalization

During this past year, we have seen revenues for our charities and non-profits participating in cGaming grow to over \$219 million. Revenues are growing at approximately 14% annually and we are actively encouraging additional charities to participate. With approximately 1,900 organizations and over 20,000 volunteers, this partnership initiative with OLG, the private sector, charities and municipalities is making a *real difference* in local communities.

Work has been ongoing regarding the new business arrangement between operators and OLG and the new model is anticipated for fiscal 2019. OCGA negotiated that there will be little or no impact on charity revenues and OCGA will be managing the required contract amendments for the Associations.

OCGA participates on the OLG's Product Marketing Committee and there have been new side games, new themes and new branding for tap games. A new UPik8 bingo game was introduced as well as a pilot with IGT bingo cabinets in 11 sites. More new products will be available once the new business model is in place.

OCGA led a consultation process with municipalities and OLG to develop a new policy document providing direction on Eligibility and Use of Proceeds for charities participating in cGaming. This document provides greater flexibility and more clarity and has been well received by both municipalities and charities. A copy of this document is available for download on our website (www.charitablegaming.com) in the [News](#) section. OCGA has developed positive working relationships with all municipalities and we continue to support them by answering questions and assisting with problem solving.

Significant time is spent visiting sites and meeting with association boards and municipalities to support compliance with OLG contracts. Quarterly meetings with our 29 Charity Coordinators representing 31 centres provides a forum for updates, problem solving and sharing of ideas.

Promoting awareness of the unique contribution cGaming makes to local communities involves ongoing efforts both at the provincial and local levels. We are pleased that Charity Coordinators continue to organize many local events. OCGA continues to host media events to celebrate benchmarks in revenues with more events in the planning stages for 2019. OCGA will be establishing a Charitable Promotional Fund once the new business model is in place. This will support charity awareness at both the provincial and regional levels. We will work with our operator partners to promote the uniqueness of cGaming and the contribution our charities make to local communities.

Regulatory

This year, OCGA initiated a major lobby campaign to address the issue of the unfair **Break Open Ticket admin fee** that costs charities almost \$5M annually. We are asking that this fee be removed. Our concerns are being heard by the new government and we are hopeful that we will have a resolution in the new year. For further information and to support our ask - please go to our special website – www.botfairness.com.

Phase 2 of the eRaffle initiative was announced by the AGCO on November 30th. OCGA brought together interested charities and provided input into the changes. An article by Leslie Fenton, AGCO, outlining the new opportunities follows in this newsletter with a link to the AGCO documents. OCGA is also working on a “How To” manual to assist organizations in conducting eRaffles. This should be available sometime in the new year.

The **Accessibility for Ontarians with Disabilities Act (AODA)** requires that all staff and volunteers of non-profits be trained in both AODA and Human Rights. OCGA developed training material based on the recommendations from both AODA and Human Rights. This material is being used in the cGaming sites to train our volunteers and was distributed widely to all member charities for their use. A copy of the material can be found on our website in the [News](#) section.

In Closing

OCGA is here to represent your interests both through the cGaming initiative with OLG and for regulatory change with AGCO. Please do not hesitate to call or email us with your suggestions and your questions. Our website (www.charitablegaming.com) has valuable information on all aspects of charitable gaming.

We thank you for your ongoing support. Together we can make a difference!

Stronger Together - Ontario's Charitable Gaming Conference 2018

In November, OCGA, in conjunction with the Commercial Gaming Association Ontario, hosted our annual charitable gaming conference focusing on the Ontario marketplace. We are pleased that Mr. Jean Major, CEO, Alcohol and Gaming Commission of Ontario, and Mr. Stephen Rigby, President and CEO, OLG, took time out of their busy schedules to speak and support the industry. The key messages from both speakers acknowledged the leadership roles of both the OCGA and CGAO and the importance of charitable gaming in Ontario.

We are already planning next year's conference. Next year's conference will be held on Monday, November 18th and Tuesday, November 19th at the Hilton Mississauga Meadowvale. If you have any

suggestions, please reach out to Patricia Petrolo, OCGA, by calling 905-539-0065 or by sending an email to ppetrolo@charitablegaming.com.

We would like to once again thank our sponsors for their continued support.

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Charitable Gaming Supporting the Community – Cystic Fibrosis Niagara

Cystic Fibrosis (CF) is a fatal genetic disease that causes various effects on the body, but mainly affects the digestive system and lungs. The severity of Cystic Fibrosis differs from person to person, however, the persistent and ongoing infection in the lungs, eventually leads to death in most people with CF. Currently, there is no cure for CF.

Cystic Fibrosis Niagara uses the gaming revenue raised at Delta Bingo and Gaming Niagara Falls to help fund a cystic fibrosis researcher who is working to find a cure or control for this devastating disease. As a result of their efforts and other chapter fundraisers, they are getting closer to the goal of finding a cure or control.



Expanding Raffle & Electronic Raffle Options for Charities in Ontario

On November 30th, 2018 the AGCO launched the [second phase](#) of the Electronic Raffle Regulatory Framework, reducing the administrative burden on Ontario charities and religious organizations, while providing them with more options when conducting and managing raffles.

Charities and religious organizations now have **greater flexibility with electronic raffle prize boards, raffle types, raffle sales and raffle platforms.**

Specifically, licensees may:

- Conduct and manage a wider variety of online and in-person electronic raffles, including 50/50 and Catch the Ace progressive raffles.
- Continue to use [registered gaming suppliers](#) with AGCO-approved electronic raffle solutions.
- Develop their own online raffle sales platform.

- Sell electronic raffle tickets at multiple locations where they lease, own or have permission to sell tickets.
- Use electronic commerce channels, such as e-transfers and online gift cards, to distribute prizes.

The AGCO has ended the pilot period for **Catch the Ace progressive raffles** – making this part of the regular raffle offerings in Ontario, with ticket sales now permitted in either paper-based or electronic formats. Charities may apply to the AGCO to conduct initial draws using paper-based ticket sales, and through an amendment request, propose to conduct in-person ticket sales for later draws using AGCO-approved electronic devices.

Working collaboratively with the charitable gaming sector, the AGCO will continue to examine opportunities to permit a wider variety of raffles in future implementation phases of its electronic raffle framework.

The AGCO is holding an **Information Session for charities in January** to provide more information about the Phase 2 launch of the Electronic Raffle Regulatory Framework. To register your interest in attending an information session, please email connect@agco.ca with “Charity e-raffle info session” in the subject line.

For more information, including a new ***Tips for a Successful Electronic Raffle video***, visit the AGCO’s website at www.agco.ca. You can also submit your questions online at www.agco.ca/iAGCO or call the AGCO at (416) 326-8700 or toll free 1 (800) 522-2876.

The 2018 Giving Report

The 2018 Giving Report 2018 is now available. Some of the key findings of the report follow:

- There is a significant decline in donation rates across all age groups.
- While Canada’s population is growing, the rate of charitable giving is not keeping up with population growth.
- Demographic changes will impact giving trends. While Canadian 55+ give still give more, some of the largest declines in donation rates are from individuals in this age bracket.
- Charitable giving from those 55+ will need to be replaced.
- High-income earning families have the greatest declines in donations over the past 11 years.
- Lower-income families give a higher percentage of their total income.
- CanadaHelp data shows that where the donations go – health (26%), public benefit (22%), religion (21%), education (19%), promoting arts and culture (6%), protecting the environment (6%), and supporting Indigenous people (1%).
- Again, CanadaHelp data shows that almost half of giving occurs in the last two months of the year, and 30% of donation dollars are generated in December.

- While most of the charitable funding comes from government (68%), it is directed at tiny subset of large charities and those charities with less than ten employees rely heavily on individual and corporate donations.
- There is an increase of online giving with online donors also increasing their annual donation amounts at a much higher rate than the average donation amount for all dollars (2.8% vs. 1.2% per year).

To read the report in full, please click on the Giving Report Button.

[Giving Report](#)

Non-Profits Employees Offered the Chance to Join Public Sector Pension Plan

Since 2015 the Ontario Non-Profit Network (ONN) has been working on developing a sector-wide pension plan for Ontario non-profits. ONN recently announced a sector-wide pension plan. For more information on this offer, please visit <https://theonnc.ca/our-work/our-people/decent-work/pension/>.

OCCA Holiday Office Closure

The OCCA offices will be closed on Friday, December 21, 2018 and re-open on Thursday, January 3, 2019.