

*Washington County
Gaming Office*



*Fiscal Year 2010
Charitable Gaming
Report*

*Submitted:
October 8, 2010
James B. Hovis, Director
Washington County Gaming Office*

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Fiscal Year 2010, Charitable Gaming Report Washington County, Maryland

Overview

Washington County's charitable gaming sales and gaming fund revenues for fiscal year 2010, continue to fall as a result of the current state of the economy. Tip jar operators are reporting decreased sales and reduced profits. Organizations reliant on gaming fund allocations have seen a reduction in their annual allocations. These organizations have come to depend on gaming as a remedy to offset cuts in federal, state, and local funding. Even with this reduction in funding, charitable gaming continues to provide a lifeline to these organizations and allows them to continue to operate.

Charitable gaming in Washington County continues to be a very important, well-regulated source of revenue for the local economy. Because of charitable gaming, small businesses are enabled to generate revenues to help compensate for increased operating expenses such as fuel, electric, and healthcare. Fraternal clubs and veterans' organizations are provided with funding to continue to support their philanthropic purposes. Fire and rescue companies are better enabled to fund their fire fighting and rescue efforts. They are enabled to pay for upgrades to fire fighting equipment and related expenses as required by State and Federal regulations. Equally if not of greater importance is the fact that a legislatively determined portion of the revenues generated by small businesses, fraternal clubs, and veterans' organizations, are dedicated to support non-profit charitable organizations within Washington County who depend on this funding for their continued existence.

Through legislative oversight and strict local regulation, Washington County's program has been recognized as a model charitable gaming program. The Gaming Office is very proud of this recognition and strives to maintain the high level of standards set by the governing bodies.

Since the inception of regulated tip jar gaming in 1995, the Washington County Gaming Commission has distributed more than 43 million dollars to bona fide charitable organizations.

Respectfully Submitted,

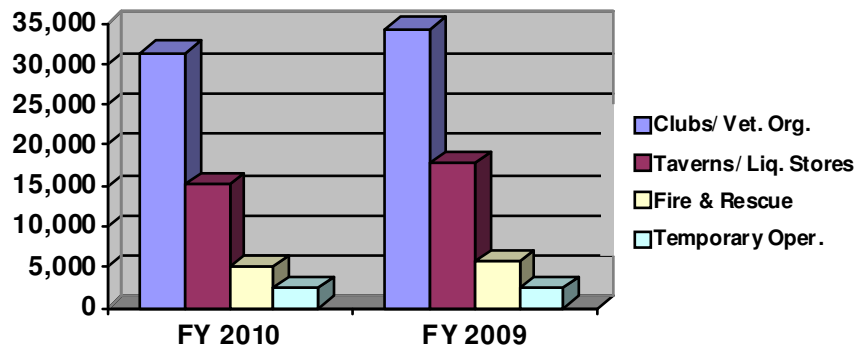
James B. Hovis

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Washington County Gaming Office

Washington County Tip Jar Sales

Tip jar sales, gross revenues and gross profits in Washington County continue to decline as evidenced by the figures listed below. The decline in sales can only be contributed to the downturn in the economy and the unemployment rate. One can assume that people have less disposable income to play tip jars or they are making an effort to reserve their income for other purposes. The figures show that for-profit businesses such as taverns and liquor stores have seen the steepest decline followed by fire & rescue. Temporary non-profit operators have seen the smallest decline. This is most likely due to the fact that these charitable organizations are holding additional fundraising events in order to make ends meet.

Tip Jar Sales FY 2010 - FY 2009 Comparison



The Gaming Office has amended its policies regarding maximum gross profits in an effort to allow businesses to realize greater revenues and profits. While this effort has not resulted in increased sales, it may have prevented a further decline in sales.

Fiscal Year 2010 Tip Jar Sales

Operator Category	Tip Jars Sold	Gross Revenue	Gross Profit
Fraternal Clubs / Veterans Org.	31,448	\$28,656,866	\$4,482,342
Taverns / Liquor Stores	15,130	\$14,083,580	\$2,511,542
Fire & Rescue Companies	5,108	\$3,488,338	\$820,547
Temporary Non-Profit Operators	2,299	\$1,657,064	\$375,915
Total	53,985	\$47,885,848	\$8,190,346

Percentage Change: FY 2009 - FY 2010

Operator Category	Tip Jars Sold	Gross Revenue	Gross Profit
Fraternal Clubs / Veterans Org.	-8%	-10.4%	-8.3%
Taverns / Liquor Stores	-15.7%	-11.8%	-12.2%
Fire & Rescue Companies	-12.2%	-24.1%	-24.1%
Temporary Non-Profit Operators	-0.5%	-10.5%	-9.9%
Combined Total	-10.7%	-12%	-11.5%

Washington County Tip Jar Sales by Area (Excluding Temporary Operator Sales)

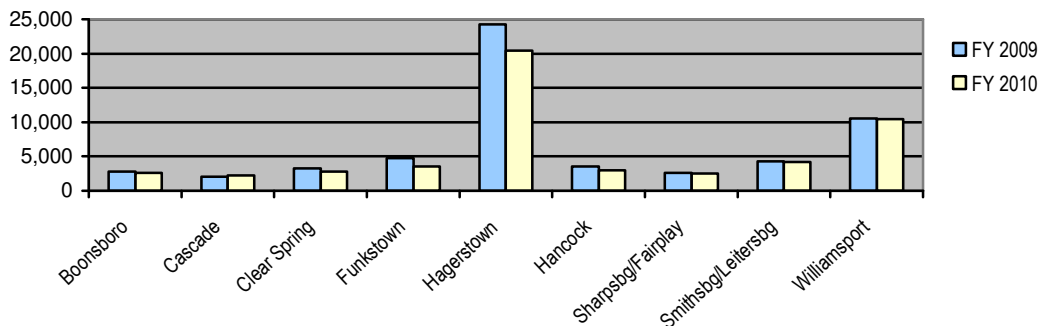
The number of licensed tip jar operators in Washington County increased in fiscal year 2010. Throughout any given year the program loses and gains licensees. This can be attributed to a number of factors including business closings, openings and transfers. The fact that the program was able to end the year with +5 operators should be considered a success. The Gaming Office has always made attempts to attract and recruit new operators; however, in fiscal year 2010 the Gaming Office increased those recruitment efforts. One of the points used to attract new operators is that for a very small investment of \$250 (license fee) they can generate thousands of dollars in profit. In most cases their \$250 investment can be recovered with the sale of 2-3 tip jars which can be sold in a one week's time. Hagerstown showed the greatest number of additional operators with a +3. It is also noteworthy that no areas showed a negative figure.

Total Tip Jar Operators			
Area	FY 2009	FY 2010	+/-
Boonsboro	3	3	-
Cascade	2	2	-
Clear Spring	8	8	-
Funkstown	7	8	+1
Hagerstown	56	59	+3
Hancock	9	9	-
Sharpsburg / Fairplay	12	13	+1
Smithsburg / Leitersburg	7	7	-
Williamsport	9	9	-
Total	113	118	+5

Tip jar sales throughout the county have decreased at a fairly consistent rate with the exception of the Cascade area in far eastern Washington County. This area only has 2 operators, an American Legion and a liquor store. Both have shown increased sales. This may be attributed to the fact this area borders Adams County, Pennsylvania and Frederick County, Maryland where tip jar gaming is not as prevalent. They may be seeing customers from those areas. The area with the greatest percentage in a reduction of sales is Funkstown at 26.9%. Every tip jar operator in that area reported a decrease in sales.

Tip Jar Sales by Area			
Area	FY 2009	FY 2010	+/-
Boonsboro	2,828	2,580	-248
Cascade	2,097	2,249	+152
Clear Spring	3,254	2,803	-451
Funkstown	4,784	3,499	-1,285
Hagerstown	24,215	20,389	-3,826
Hancock	3,533	3,001	-532
Sharpsburg / Fairplay	2,584	2,495	-89
Smithsburg / Leitersburg	4,303	4,211	-92
Williamsport	10,547	10,459	-88
Total	58,145	51,686	-6,459

Tip Jar Sales by Area



Gross Profit and Net Profit

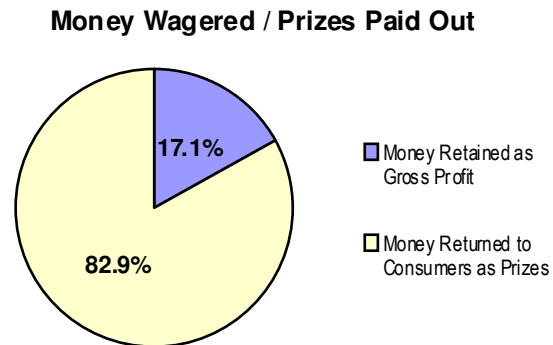
When analyzing the figures for fiscal year 2010, it is important to consider that the operators do not retain the reported gross revenue. The gross revenue is best defined as the amount of money that has been wagered. The vast majority of the money wagered is returned to the customer when they present “winning numbers” to the operator. In fiscal year 2010, 82.9% or \$39,695,502 of the money wagered was returned to the customer. It is also important to consider that the tip jar operator does not retain the entire amount of the gross profit listed. From the total gross profit you must deduct the operator’s contribution to the Washington County Gaming Fund.

Not-for profit clubs contribute 15%, and for-profit establishments such as taverns and liquor stores contribute 50% of their gross profits to the fund. You must also deduct the cost of the tip jar packet from the gross profit to calculate the operator’s net proceeds.

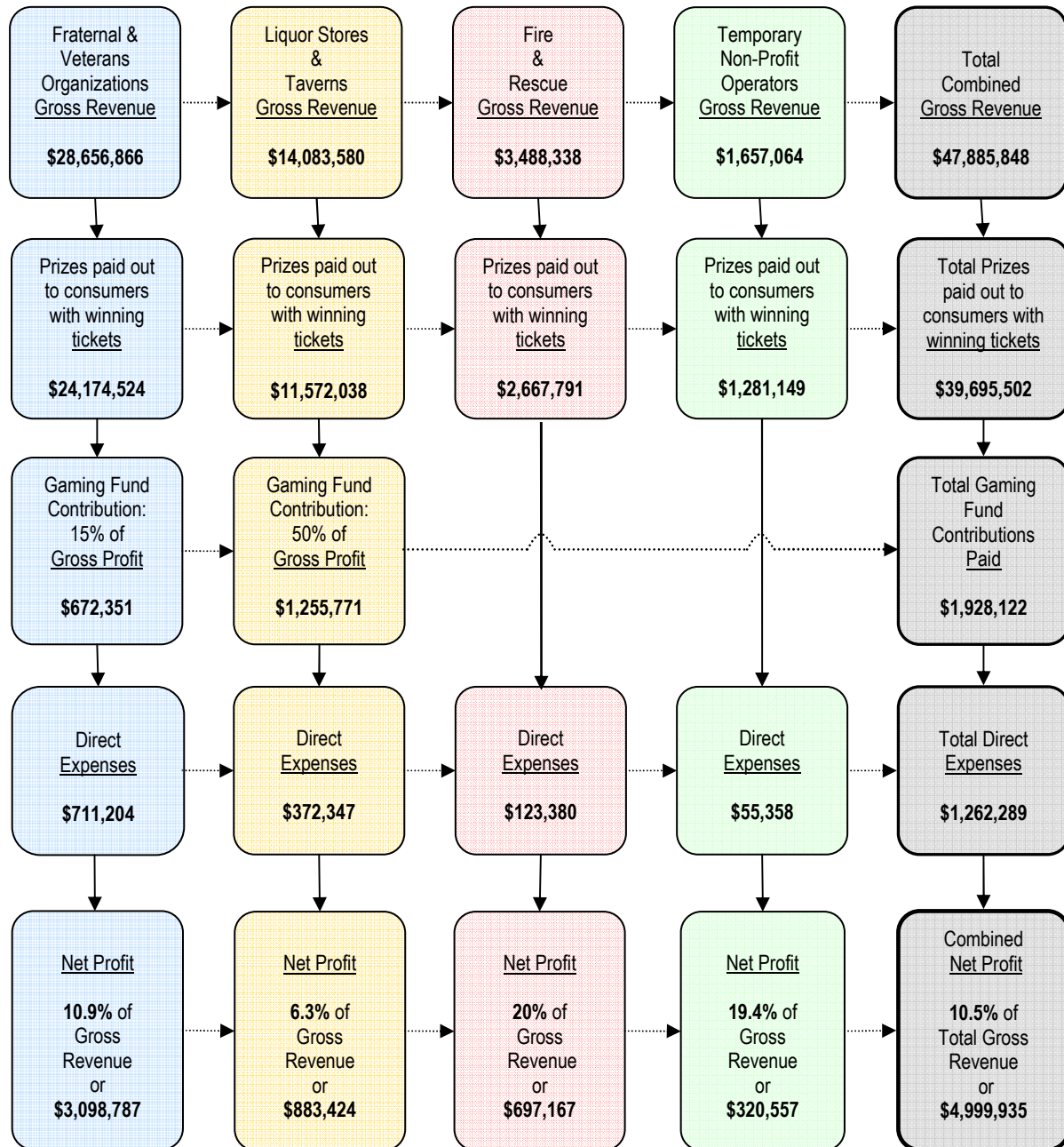
Net profit calculations are difficult to determine given the variables that must be considered. In order to determine the exact net profit of an operator one must conduct a detailed examination of the business or organization’s direct expenses. The direct expenses can include; mortgage payments, rent payments, utilities, gaming equipment, the cost of the tip jar packets, cleaning supplies, etc. The cost of tip jar packets an operator may purchase varies greatly. Tip jar packets range in price from \$5.00 to \$100. The free market and wholesaler mark up determines the actual price. In addition, one operator may pay a different price from another for the same product due to the quantity of the product that is purchased. For this reason it is impossible to determine the direct expense of the tip jar packets without completing a detailed examination of the operator’s records.

In response to a request from the Maryland General Assembly (through the Maryland State Lottery) to provide an estimate of the net profits, the Gaming Office formulated a method to determine an estimated net profit for tip jar sales in Washington County. In order to do so it was necessary to determine an average direct expense and apply that figure to all operators. The average direct expenses were determined by examining the records of 18 tip jar operators in all 4 categories who responded to a voluntary request to provide records for the purpose. From this examination it was calculated that the average cost of a tip jar product was \$10.50 per tip jar packet. It was also determined that the average overhead cost was 8.5% of the gross revenue. The fixed (known) expenses are the cost of a Washington County Gaming Sticker (\$1.25 per packet) and sales tax (6%).

The Gaming Office has estimated the total net profit at 10.5% of the gross revenue or \$4,999,935 (see included net-profit flow chart). Temporary license holders and fire/rescue departments do not contribute to the Gaming Fund. They retain the entire gross profit, less the cost of the tip jar packet and operating expenses.



Fiscal Year 2010, Charitable Gaming Estimated Net-Profit



Notes:

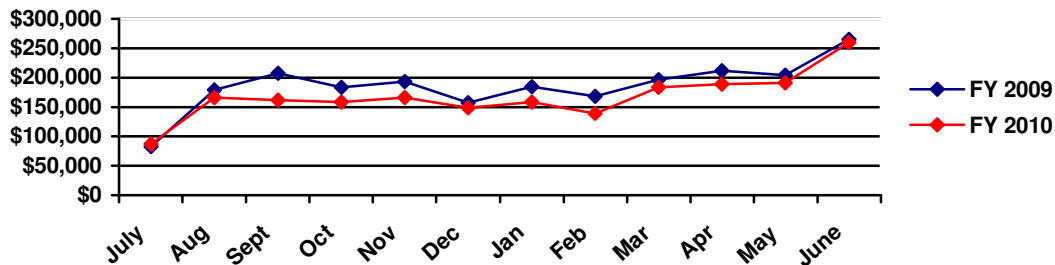
- Formula:
Gross Revenue – Payouts – Gaming Fund Contribution – Direct Expenses = Net Profit
- Gross Revenue is best described as the amount of money wagered.
- Direct Expenses include cost of product, WCGC gaming sticker, sales tax, and 8.5% operational expense allowance.
- Fire & Rescue and Temporary Operators do not contribute to the Gaming Fund.
- The listed Net Profit represents a calculated estimate with a +/- margin of 2%.
- Direct expenses were determined by examining the records of 18 tip jar operators in all 4 categories. An average direct expense (per tip jar) was calculated and applied to all tip jar operators in each category for the purposes of this flow chart.

Washington County Gaming Fund Administration

The Washington County Gaming Fund is overseen, and funds are allocated by the Washington County Gaming Commission. The Gaming Commission consists of a 7 member volunteer board appointed by the Board of County Commissioners of Washington County and members of the Washington County Delegation to the Maryland General Assembly. The appointees to the commission are dictated by State Statute. In accordance with State Statute, one member is appointed by the State Senator. One member is appointed by the chairman of the county delegation to the House of Delegates, with the concurrence of that delegation. One member from the Washington County Club Association is appointed by the delegation. One member from the alcoholic beverage, restaurant, and tavern industry is appointed by the delegation, and three members are appointed by the Board of County Commissioners. All members serve a 2 year term and can be appointed to 2 consecutive terms. The decisions made by the Gaming Commission to allocate funding are at their sole discretion, and are final.

Before making funding allocations the Gaming Commission received detailed lengthy applications from all applicants. Each organization requesting funding must provide the commission with proof of their valid charitable status (IRS 501c3). They must be in good standing with the State Department of Assessments and Taxation. They must submit financial reports, budgets, and a copy of any audits that were conducted. They must also include a detailed explanation of how they wish to expend any allocation they receive. In the event an organization asks for funding for a capital project they must provide detailed quotes or bids. They also must prove that any funding they received in previous years was expended as approved by the Gaming Commission. In June of each year the Gaming Commission meets to discuss the applications and formulate questions that need to be addressed by the applicants at the public hearings. In July the Gaming Commission conducts public hearings where each applicant is afforded the opportunity to appear before the Commission and give a brief presentation regarding their funding request. At this time the Gaming Commission is able to ask any questions they may have, and get a better understanding of the requests. Once the hearings are complete the Gaming Commission again meets to finalize their funding allocations. The allocations are announced at the Washington County Board of County Commissioner's meeting in August of each year.

Gaming Fund Revenues Collected



** Revenues collected in July are abnormally low because only 1 deposit is received during the month.
Revenues collected in June are abnormally high because 3 deposits are received during the month.*

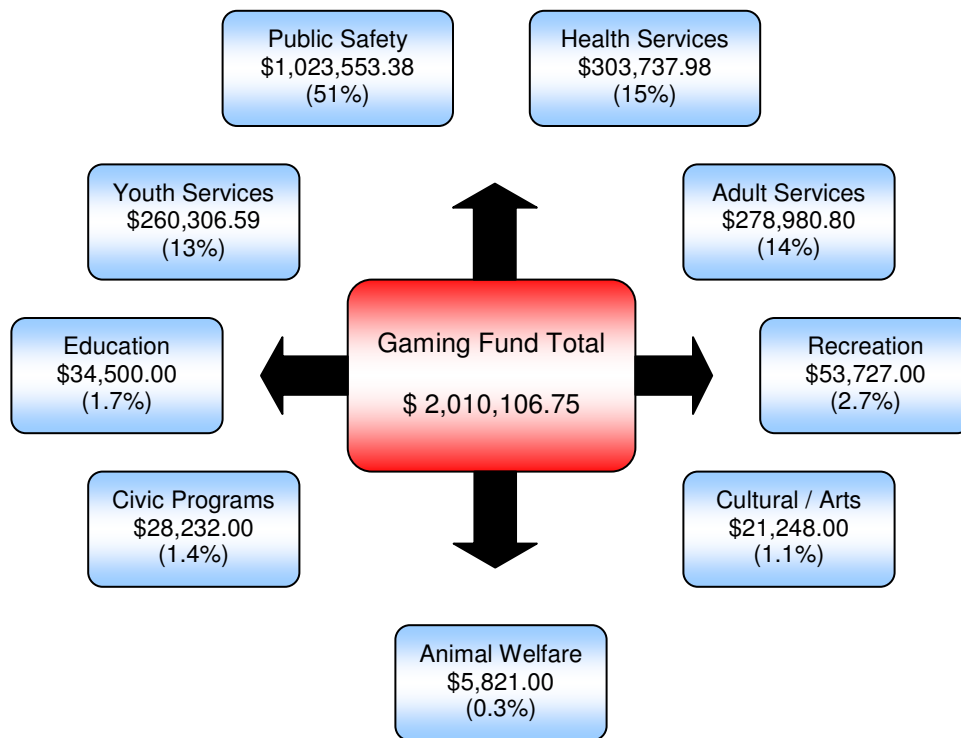
Gaming Fund Allocations

Washington County's charitable gaming program provided funding to 86 charitable organizations within Washington County in fiscal year 2010. On August 10, 2010, the Washington County Gaming Commission announced the distribution of \$2,010,106.75 to 86 local charitable organizations and the Washington County Volunteer Fire and Rescue Association.

This year's total represents a decrease of 10% when compared to the fiscal year 2009, and a 2-year decline of 25%. Maryland State Statute requires that 50%

Total amount of funding requested	\$2,542,872.16
Total applications received	113
Number of organizations submitting applications	93
Number of organizations submitting multiple applications	14
Number of applications receiving funding	100
Number of organizations receiving funding	86
Number of applications receiving full funding	11
Number of organizations denied funding	7
Number of applications denied funding	13

of the Gaming Fund revenues be distributed to the Washington County Fire and Rescue Association. This year the Association received \$1,005,053.38 from the Gaming Fund. In May of 2010, the Gaming Commission received 113 applications for funding from 93 organizations requesting a total of \$2,542,872.16. The Gaming Commission was able to either fully or partially fund 86 of the funding requests with the \$1,005,053.37 available for distribution.



Fiscal Year 2010 Gaming Fund Awards

Organization	Award
Alzheimer's Association	\$12,000.00
American Cancer Society	\$6,500.00
American Red Cross	\$1,000.00
Antietam Healthcare Foundation	\$10,000.00
ARC of Washington County	\$9,000.00
Aspiring to Serve	\$2,000.00
Baby Basics of Greater Hagerstown	\$1,000.00
Big Brothers Big Sisters	\$20,000.00
Boonsboro Athletic Association	\$1,900.00
Boys and Girls Club Washington County	\$37,999.59
Breast Cancer Awareness Cumberland Valley	\$5,587.98
CASA (Citizens Assisting & Sheltering Abused)	\$10,000.00
Children In Need Inc.	\$44,000.00
Children's Village of Washington County	\$14,000.00
Clear Spring Little League	\$2,500.00
Conococheague Little League	\$2,500.00
Corporation for Assistive Technology	\$1,485.80
Court Appointed Special Advocates	\$1,500.00
Discovery Station Hagerstown	\$5,500.00
Doleman Black Heritage Museum	\$1,000.00
Federal Little League	\$2,500.00
Food Resources Inc.	\$30,000.00
Friends of Safe Place Child Advocacy Center	\$62,907.00
Girl's Inc.	\$30,000.00
Habitat for Humanity of Washington County	\$19,982.00
Hagerstown Choral Arts Inc.	\$1,000.00
Hagerstown Citizens on Patrol	\$9,000.00
Hagerstown Civil Air Patrol	\$4,000.00
Hagerstown Colt and Palomino League	\$2,500.00
Hagerstown Community College Foundation	\$1,000.00
Hagerstown Day Nursery	\$3,000.00
Hagerstown Fire Police Association	\$5,500.00
Hagerstown Junior Basketball League	\$2,880.00
Hagerstown Pony League	\$1,250.00
Hagerstown Youth Hockey Association	\$4,500.00
Hancock Historical Society	\$5,000.00
Hancock Little League	\$3,713.00
Head Start of Washington County	\$500.00
Humane Society of Washington County	\$3,821.00
Interfaith Service Coalition	\$20,000.00
League of Women Voters, Washington County	\$2,000.00
Little League Baseball of Halfway, MD	\$2,500.00
Make a Wish Foundation of the Mid Atlantic	\$7,000.00
Maryland Symphony Orchestra	\$4,500.00
Mason-Dixon Boy Scouts of America	\$3,600.00
Maugansville Little League	\$2,500.00
Memorial Recreation Center	\$14,500.00

Organization	Award
MiHi, Inc.	\$2,500.00
National Little League	\$2,500.00
Parent Child Center	\$14,000.00
REACH Caregivers	\$77,500.00
Regional Community Healthcare Ctr. / Community Free Clinic	\$160,000.00
Rohrersville Community Band	\$1,748.00
Salvation Army	\$37,495.00
San Mar Children's Home	\$3,800.00
Senior Living Alternatives	\$10,000.00
Sharpsburg Historical Society	\$1,000.00
Sharpsburg Little League	\$2,284.00
Smithsburg Youth Athletics	\$3,000.00
South Hagerstown High Band Boosters	\$2,000.00
South Mountain Little League	\$2,500.00
Special Olympics Maryland	\$3,000.00
St. Johns Homeless Shelter	\$5,000.00
Volunteer Assoc. for Potomac Center	\$5,000.00
W House of Hagerstown	\$7,500.00
Walnut Street Community Health Center	\$43,000.00
Washington Co. Agriculture Education Center	\$5,500.00
Washington Co. Commission on Aging	\$40,000.00
Washington Co. Community Action Council	\$25,000.00
Washington Co. Community Mediation Center	\$3,000.00
Washington Co. Free Library	\$20,000.00
Washington Co. Historical Society	\$3,000.00
Washington Co. Human Development Council	\$4,000.00
Washington Co. Junior Football League	\$6,000.00
Washington Co. Juniors Girls Volleyball	\$2,000.00
Washington Co. Leadership Development Program	\$2,000.00
Washington Co. Museum of Fine Arts	\$3,000.00
Washington Co. Show Kids & Company	\$1,000.00
Washington Co. Teen Pregnancy Prevention Council	\$15,000.00
Wells House	\$9,000.00
West End Little League	\$2,500.00
Western Maryland AIKIKAI Inc.	\$1,000.00
Western Maryland Ctr. Hospital Auxiliary	\$34,150.00
Windy Rock Equine Rescue	\$2,000.00
Women of Valor Ministries	\$1,250.00
YMCA of Hagerstown	\$2,700.00
Sub Total	\$1,005,053.37
Washington County Volunteer Fire & Rescue Association	\$1,005,053.38
Total Funds Distributed	\$2,010,106.75

**Clubs and Veterans Organizations
Tip Jar Sales**

Operator	Tip Jars Sold	Gross Revenue	Gross Profit
A.L. Aux. Dept. Of Dixon Troxell	52	\$24,260	\$6,200
Cascade Post #239 Of The A.L.	2,212	\$3,284,769	\$371,316
Clopper-Michael Post 10 – A. L.	2,046	\$2,331,895	\$357,732
Columbus Club Of Hagerstown, Inc.	613	\$302,040	\$70,865
Conococheague Sportsmen’s Club	474	\$177,004	\$40,874
Dixon Troxell Post 211 The A.L.	2,136	\$2,339,308	\$352,051
Goodwill Athletic Association	1,341	\$752,450	\$143,405
Hag. Lodge #378 Ben. & Pro. Order	1,976	\$1,473,919	\$292,570
Hagerstown Aerie 694 FOE (Eagles)	757	\$602,215	\$104,921
Hancock Memorial Post 10502, Inc.	169	\$61,774	\$15,691
Improved Order Of Redmen Tribe 84	4,953	\$5,756,563	\$828,604
Joseph C. Herbert Post #222 A.L.	596	\$550,462	\$91,119
McClellan Gun Club, Inc.	152	\$17,351	\$4,599
Morris Frock Post 42 A. L.	923	\$999,657	\$136,250
North American Rod & Gun Club	542	\$322,631	\$65,842
Owls Club Of Hagerstown, Inc.	309	\$150,480	\$28,010
Potomac Fish & Game Club, Inc.	730	\$517,606	\$104,046
Potomac Post #202 – Wmspt. A.L.	1,493	\$1,487,181	\$223,893
South Mountain Rod & Gun Club	3,210	\$2,414,588	\$379,837
St. Maria Goretti High School, Inc.	894	\$363,483	\$93,461
Wash. Co. Chapter Izaak Walton	37	\$15,540	\$3,515
Washington County Amvets Post 10	1,977	\$2,054,956	\$302,801
Webster B. Harrison Post 26, Inc.	569	\$460,699	\$83,659
Western MD Sportsman’s Club, Inc.	1,054	\$683,660	\$119,595
William D. Byron Post 1936 VFW	650	\$624,020	\$98,165
Williamsport Lodge 2462 (Moose)	1,583	\$888,355	\$163,322

**Fire & Rescue Companies
Tip Jar Sales**

Fire & Rescue	Tip Jars Sold	Gross Revenue	Gross Profit
Antietam Fire Company	25	\$8,071	\$2,153
Clear Spring V.F.C., Inc.	1,330	\$859,642	\$210,451
Comm. V.F.C., Inc. of District #12	102	\$99,145	\$17,175
Funkstown V.F.C., Inc.	622	\$325,436	\$70,377
Hancock Fire Company, Inc.	400	\$187,837	\$48,635
Maugansville Goodwill V.F.C.	741	\$330,068	\$69,900
Potomac Valley Fire Co., Inc.	169	\$86,787	\$18,562
Smithsburg Community V.F.C.	83	\$47,235	\$11,358
The First Hose Co. of Boonsboro	156	\$42,598	\$11,062
Vol. Fire Co. of Halfway MD, Inc.	729	\$997,584	\$254,637
Western Enterprise Fire Co. #4	649	\$409,986	\$84,597
Williamsport Vol. Fire & E.M.S.	102	\$93,949	\$21,640

**Taverns and Liquor Stores
Tip Jar Sales**

Tavern / Liquor Store	Tip Jars Sold	Gross Revenue	Gross Profit
10 th Inning, Inc. / Funkstown Tavern	312	\$322,200	\$48,225
3 Will Boys, LLC / Always Ron's	52	\$101,502	\$23,182
A.R.J.B. Ent., Inc. / Castle's Liquors	129	\$92,571	\$15,744
AHPAID, LLC / Delmar Inn	131	\$73,488	\$14,728
Antietam Tavern, Inc. / Corner Pub	501	\$524,700	\$80,040
Battleview Enterprises, Inc.	27	\$104,698	\$26,138
Benny's Pub, LLC	478	\$263,856	\$53,536
Beverages Ultd., Inc. / Terrace Liq.	32	\$20,160	\$4,160
Binau Enterprises, Inc. / Old Orchard	1,183	\$664,444	\$129,514
Blarney Stone Ent., LLC / Sunset	91	\$50,468	\$11,228
Broad Axe, LLC	47	\$25,944	\$5,264
Burnett, LLC / Triangle Restaurant	359	\$218,608	\$45,458
Captain Bender's, LLC	33	\$15,180	\$3,280
CASS, LLC / Starlite Inn	243	\$201,414	\$40,509
Cavetown Liquors, LLC	9	\$30,976	\$7,590
CBT, LLC / Captain Bender's Tavern	86	\$45,120	\$8,570
Central City Liquors, Inc.	619	\$930,446	\$183,263
Chea & Assoc., Inc. / Hub City Liq.	105	\$114,218	\$22,448
Creekside Inn, Inc.	44	\$422,580	\$103,894
Crossroad Liquors, Inc.	7	\$18,180	\$3,746
Crossroads Bar & Grill, LLC	38	\$30,684	\$4,874
DKP, LLC / The Peach Pub	85	\$51,000	\$10,200
DRA Liquors LLC/Potomac Disc Liq	202	\$105,040	\$18,180
Fitz Operations / Roxy's Liquors	99	\$120,649	\$28,869
Frank Papa / Corner Grill	268	\$262,644	\$40,664
Franklin Of Wash. Co. / B&G's Pub	539	\$651,420	\$85,580
Friendly Pub, LLC	158	\$246,480	\$34,760
Gateway Seafood House, Inc.	8	\$5,040	\$1,040
GeGe's Place, Inc.	61	\$33,560	\$7,860
Gulsen & Denise Pierpoint / Café Izmir	34	\$24,808	\$5,100
Hancock's Town Tavern	395	\$559,417	\$83,147
Harman's Tavern, Inc.	370	\$466,605	\$66,020
Hauver Humphrey, Inc. / Maloo's	119	\$78,120	\$14,935
Hot Shots, Inc.	37	\$33,560	\$7,035
Ingram's Tavern / Mad Dog Saloon	143	\$110,792	\$18,869
J & J of Wash. Co. / Wolfe's Den	134	\$168,540	\$26,040
Jamie Armstrong / Franco's Café	663	\$939,720	\$133,430
JGT Ent., Inc. / C & R Liquors	30	\$56,132	\$11,420
Jimmy Joy's Log Cabin Inn, Inc.	257	\$138,780	\$30,840
Josette, Inc. / Joker's	74	\$113,614	\$20,707
JRJ Liquors, Inc.	130	\$168,420	\$31,275
K & M, Inc. / Dead End Tavern	627	\$250,800	\$47,025
Kami E. McEntee / Brew Necessities	86	\$90,148	\$18,122
KDW Mgmt., LLC / Side Pockets	146	\$190,622	\$29,262
Kessler Family Ent. LLC/Appel Tree	593	\$327,336	\$66,416

Tavern / Liquor Store	Tip Jars Sold	Gross Revenue	Gross Profit
Lab Liquors, LLC / Country Spirits	37	\$20,601	\$4,843
Laura Pittsnogle / Mike's Tavern	116	\$174,000	\$22,040
Leatherman Ent., Inc. / D&G Liquors	94	\$59,685	\$12,470
Lee Intl., Inc. / Oak Ridge Liquors	61	\$40,056	\$7,136
Linetty Ent., Inc. / Village Spirits	56	\$58,794	\$15,254
Louis L. Thomas / Yellow House	378	\$477,160	\$77,875
Lucktinny, Inc./Clear Spring Liquors	41	\$35,988	\$7,368
M & F Properties / Stadium Tavern	378	\$381,720	\$60,160
Mark McNamee /McNamee's Tavern	58	\$22,722	\$6,482
Maureen R. Taylor, Inc. / Shamrock	151	\$143,764	\$22,175
McGee & Hollar, Inc. / McGees	378	\$181,060	\$35,845
P.D. Harp Ent., Inc. / Breakaway II	347	\$251,760	\$50,260
Pittman's Liquors, Inc.	57	\$153,177	\$38,281
Potomac Liquors, Inc.	230	\$147,120	\$26,720
R & K Pub, LLC / R & K Pub	41	\$38,544	\$6,410
Risky Business, Inc. / Shooters	26	\$15,900	\$2,525
Rocco's Italian Restaurant, Inc.	27	\$22,233	\$3,943
Rontez, Inc. / Georgia Boy Café	17	\$11,372	\$2,422
Ruth A. Thompson / West End Pub	198	\$174,904	\$29,824
S & W Co., Inc. /Throttles Sports Bar	101	\$92,524	\$14,816
Shaff's Pub, LLC	130	\$94,200	\$17,000
Sine's Int., Inc./T J Discount Liquors	6	\$3,648	\$688
Sky Paradise Corp. / Market Lot Liq.	140	\$142,510	\$24,065
Summitara Inc. / Summit Liquors	21	\$18,520	\$3,910
Third Base Tavern, Inc.	1,091	\$841,800	\$130,600
TRIC, LLC / Leitersburg Hotel	106	\$87,900	\$13,300
Turner Dev. Co., Inc. / Southside	13	\$47,927	\$12,442
Turner Dev. Co., Inc. / Turner Lanes	54	\$216,000	\$48,640
Watter's Ent, Inc. / Beef O'Brady's	26	\$16,247	\$3,532
West, Inc. / Barefoot Bernie's	230	\$138,800	\$29,790
Wilham, Inc. / Colonial Restaurant	423	\$337,214	\$73,973
William D. Blair / Downsview Store	7	\$12,645	\$3,531
W. Baker & R. Hammond / Pete's Tav.	129	\$51,600	\$9,675
Woodpoint Bar & Grill, Inc.	178	\$106,800	\$21,360

**Temporary Operator
Tip Jar Sales**

Temporary Operator	Tip Jars Sold	Gross Revenue	Gross Profit
Alsatia Club Foundation	12	\$7,219	\$1,657
American Legion Post 211 Baseball	26	\$18,036	\$4,111
American Little League	17	\$17,201	\$3,622
Antietam Bass Masters	25	\$8,613	\$2,306
Arc of Washington County, Inc.	31	\$25,200	\$5,065
Birds of Prey Ravens Nest 12	17	\$11,678	\$2,819
Boonsboro Ambulance & Rescue	56	\$74,648	\$18,016
Boonsboro Area Athletic Association	14	\$7,300	\$1,603
Boonsboro Athletic Boosters, Inc.	21	\$14,590	\$2,840
Bulldog Det. Marine Corp. League	18	\$9,719	\$2,402
CASA, Inc.	6	\$2,586	\$626
Cascade Elementary School PTA, Inc.	31	\$23,926	\$5,333
Clear Spring A.L. Aux. 222	11	\$4,990	\$1,085
Clear Spring Blazer Band	15	\$5,936	\$1,580
Clear Spring Little League	21	\$19,540	\$4,068
Clopper Michael Unit 10	12	\$8,100	\$1,690
Conococheague Little League	32	\$12,932	\$3,122
District 12 Ruritan	14	\$12,000	\$2,180
E. Russell Hicks Band Boosters	9	\$6,152	\$1,395
Easter Seals / GWBR	18	\$9,733	\$2,251
Fountain Rock Elementary PTA	10	\$4,106	\$979
Funkstown Lions Club	32	\$13,440	\$3,040
Girl's Inc. of Washington County	54	\$30,442	\$6,645
H.A.P.A.L. Outlaw All-Stars	12	\$8,957	\$1,822
H.P.A.L. Wrestling	34	\$36,096	\$7,142
Habitat For Humanity	22	\$12,492	\$2,770
Hagerstown Chamber of Commerce	18	\$5,110	\$1,412
Hagerstown Children's School	12	\$4,169	\$1,089
Hagerstown Colt League	10	\$8,760	\$1,775
Hagerstown Day Nursery, Inc.	7	\$7,262	\$1,513
Hagerstown Exchange Club	19	\$7,695	\$1,833
Hagerstown Fairground Softball	6	\$4,978	\$1,109
Hagerstown Lions Club	19	\$16,832	\$3,585
Hagerstown Pony League, Inc.	14	\$17,317	\$3,820
Hagerstown Rotary Club	28	\$20,188	\$4,604
Hancock Band Boosters	7	\$1,903	\$513
Hancock Little League, Inc.	7	\$2,916	\$726
Hancock Rescue Squad, Inc.	15	\$7,336	\$1,846
Hawk Athletic Booster Club	20	\$14,986	\$3,566
HCC Alumni Association	34	\$7,850	\$2,060
HCC Rad Tech	11	\$7,552	\$1,407
IAFF Local 1605 Foundation	157	\$351,587	\$90,114
Jaycees of Hagerstown	10	\$8,478	\$2,058
Keedysville Ruritan	52	\$19,710	\$5,111
Kiwanis Club of Hagerstown	7	\$6,512	\$1,318
Leitersburg V.F.C., Inc.	22	\$8,937	\$2,097

Temporary Operator	Tip Jars Sold	Gross Revenue	Gross Profit
Little League of Halfway	21	\$15,250	\$2,930
Longmeadow V.F.C.	19	\$8,459	\$2,012
Maryland Royals	34	\$23,639	\$5,270
Maugansville Little League	25	\$13,549	\$3,154
Middletown H.S. Sports Club, Inc.	4	\$1,932	\$422
MIHI, Inc.	8	\$7,549	\$1,620
North Hagerstown Band Boosters	18	\$11,482	\$2,334
North High Athletic Boosters	27	\$25,819	\$5,142
One Mountain Foundation, Inc.	7	\$5,638	\$1,068
Parent/Child Center	165	\$59,888	\$13,931
Pleasant Valley Ruritan Club	5	\$3,140	\$709
Pythian Sisters of Maryland	9	\$6,921	\$1,721
S.A.L. Squad 10 / Boonsboro	175	\$123,044	\$20,834
S.A.L. Squad 222 / Clear Spring	30	\$26,260	\$4,335
Sharpsburg Area E.M.S., Inc.	36	\$14,355	\$3,391
Sharpsburg Elementary School PTA	10	\$2,823	\$873
Sharpsburg Little League	33	\$17,463	\$3,648
Smithsburg Little Sluggers	22	\$10,560	\$2,320
Smithsburg Youth Athletics	8	\$3,740	\$870
Soroptimist International	51	\$39,488	\$7,960
South High Band Boosters	9	\$5,472	\$1,328
Special Olympics Maryland	13	\$4,260	\$1,010
St. Ann Catholic Church	7	\$3,742	\$807
St. Joseph Church	12	\$5,840	\$1,160
St. Marks Episcopal Church	5	\$3,504	\$817
St. Mary's Catholic School	25	\$19,101	\$3,947
Thomas Pangborn Lodge 88 / F.O.P.	144	\$57,449	\$14,910
Tonoloway Rod & Gun Club	85	\$36,800	\$8,755
Trinity Reformed U.C. of Christ	4	\$2,840	\$639
Tri-State Civitan of Hagerstown	7	\$4,080	\$953
University of MD Foundation, Inc.	13	\$6,148	\$1,402
Wash. Co. American Red Cross	7	\$5,146	\$1,104
Wash. Co. Comm. Mediation Center	13	\$7,424	\$1,667
Wash. Co. Jr. Girls Volleyball	28	\$14,100	\$3,095
West End Little League	25	\$20,514	\$4,287
Western Heights PTSA	8	\$5,768	\$1,293
Western MD Hospital Auxiliary	14	\$15,762	\$3,369
Williamsport Band Boosters	39	\$22,130	\$5,877
Williamsport Community Band	18	\$11,356	\$2,589
Williamsport Lions Club	13	\$6,564	\$1,409
Williamsport Wrestling Club	28	\$17,928	\$3,961
Williamsport Wildcat Athletic Booster	30	\$24,427	\$5,267

Thank You Letters



DOING
THE MOST
GOOD™

William Booth, *Founder*
Shaw Clifton, *General*
Maxwell Feener, *Territorial Commander*
Major Sandra Defibaugh, *Divisional Commander*
Majors Robert & Karen Lyle, *Corps Officer*

August 16, 2010

AUG 18 2010

Mr. Michael Hansen
Chair
Washington County Gaming Commission
33 West Washington Street, Room 200
Hagerstown, MD 21740-4885

Dear Mr. Hansen and members of the Gaming Commission,

We are so appreciative of the allocation of **\$37,495.00** given by the Commission to The Salvation Army for our Daily Feeding Program.

As we expressed in our application and in our presentation, the numbers of persons continues to rise as does the cost to provide meals for the folks in this economic downturn.

Your task to distribute the funds available is a daunting one and we compliment you as you determine the allocations to be given to each agency or organization.

We also would invite you to visit us, at your convenience, to meet our staff, and to sit with our clients and enjoy a noontime meal.

God Bless each of you as you continue in your work to help those in need in our community.

Sincerely,

A handwritten signature in cursive script that reads "Robert Lyle".

Major Robert Lyle
Commanding Officer

Cc: Mr. James Hovis, Director

The Salvation Army • P.O. Box 747 • Hagerstown, MD 21741-0747 • 301-733-2440
534 W. Franklin Street • Hagerstown, MD 21740

Washington County Free Library

100 SOUTH POTOMAC STREET ■ HAGERSTOWN, MARYLAND 21740

Phone: (301) 739-3250

Director: Mary C. Baykan



Home of the World's First
Book Wagon - 1905

AUG 16 2010

Mr. Michael Hansen, Chair
Washington Co. Gaming Commission
Washington Co. Office Building
33 W. Washington St., Room 200
Hagerstown, MD 21740

Dear Mr. Hansen,

I am writing to thank you and the commission for the award of \$20,000 for our Central library renovation and expansion project. This funding will be a big help in furnishing and outfitting the new branch. The Washington County Gaming Commission has been very supportive of past library projects and we are grateful for the continued assistance.

Sincerely,

A handwritten signature in cursive script that reads "Mary C. Baykan".

Mary C. Baykan
Library Director

**COMMUNITY FREE CLINIC
249 MILL STREET
HAGERSTOWN, MD 21740
301-733-9234
301-733-9205 FAX
WWW.CFCWC.COM**

August 16, 2010

Washington County Gaming Commissioners
Attn: Mr. Michael Hansen, Chair
33 W. Washington Street, Room 200
Hagerstown, MD 21740

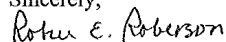
Dear Mr. Hansen and Commissioners:

On behalf of the Community Free Clinic I would like to thank you for your recent award to the Clinic in the amount of \$160,000. Your generosity and awareness of the importance of the Clinic in Washington County is very much appreciated.

I do understand that the role of the commissioners is a very difficult one. With annual decreases in the available gaming funds these decisions become increasingly difficult. Your due diligence is to be commended.

The Community Free Clinic would not be able to continue to accept patients if it were not for the financial support of the Washington County Gaming Commission. Many Washington County citizens rely on the services of the Clinic for much needed medical care and life sustaining medication. With the unemployment in Washington County rising to an all time high, there are more and more citizens in our county who are finding themselves unemployed and uninsured. Your organization is a lifeline for these citizens.

Again, thank you very, very much for your generosity and recognition of the service of the Community Free Clinic. We are extremely grateful for your support!

Sincerely,

Robin E. Roberson
Executive Director

cc: Mr. Jim Hovis
Washington County Commissioners



Friends of Safe Place Washington County Child Advocacy Center, Inc.

24 N. Walnut Street, Suite 201/206
Hagerstown, MD 21740
Ph: 240-420-4300
Fax: 240-420-4339
www.safeplacecac.org

SEP 17 2010

September 14, 2010

Mr. Michael Hansen, Chair
Washington County Gaming Commission
33 West Washington Street, Room 200
Hagerstown, MD 21740

Dear Mr. Hansen:

I would like to thank the Washington County Gaming Commission for the recent grant support in the amount of \$62,907.00 for Friends of Safe Place, Child Advocacy Center. These funds will be used to pay the operational costs of running the Center during fiscal year 2010-2011.

The Center serves over 900 children annually who have been sexually or physically abused in Washington County. Child abuse is a serious problem in Washington County and your contribution makes a difference in the services we provide to those children who have been abused. Washington County ranks highest in the state of Maryland for indicated child abuse reports. This is startling when comparing our rural community with larger communities surrounding Baltimore and Washington.

Safe Place provides a comprehensive approach to child abuse investigations bringing together in one location; law enforcement, state's attorney, child protective services, mental health and medical treatment. By offering all services in one location, we reduce the trauma the child faces when telling their story of abuse. We are the only agency in Washington County providing this comprehensive approach to child abuse investigations.

On behalf of Friends of Safe Place Board of Directors, I would like to thank you again for your generous contribution as it assists the Center in providing services to our smallest victims of abuse—our children.

Sincerely,

Teresa L. Thorn, NCC, Program Manager
Safe Place, Child Advocacy Center
Friends of Safe Place, Inc.
Tax ID # 42-1582431

Safe Place is committed to reducing the trauma to children in a child-friendly environment through collaborative investigations, therapeutic/medical interventions and criminal prosecutions of child abuse cases.



NATIONAL CHILDREN'S ALLIANCE



Make-A-Wish Foundation®
of the Mid-Atlantic, Inc.
Western Maryland Field Office
13424 Pennsylvania Avenue, Suite 204
Hagerstown, Maryland 21742
301-797-9474 (WISH)
301-797-3907 fax
www.midatlantic.wish.org



SEP 03 2010

August 30, 2010

Washington County Gaming Commission
33 West Washington Street, Room 200
Hagerstown, MD 21740

Dear Mr. Hansen,

On behalf of the children and families we are so privileged to serve, we thank you for the Gaming Commission Grant of \$7,000.00 to the Make-A-Wish Foundation® of the Mid-Atlantic, received on August 20, 2010. Your generous support enables us to grant wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy.

At the core of our work are the children we serve. Since the founding of our chapter in 1983, more than 6,500 local children have received their one true wish. Through our network of volunteers, staff, members of the medical and social service communities, and of course the support of donors like you, the Make-A-Wish Foundation is able to bring joy back into the lives of medically eligible wish children in our local area.

Kathleen's wish was to meet a famous fashion designer in New York. But for wish kids like Kathleen, a granted wish is about more than the actual wish itself. Kathleen's mom, Shelley, probably said it best:

"This wish has reaffirmed Kathleen's identity, future and sense of hope. This wish is a beginning, not an end for Kathleen... These children are given the gift of hope in a very tangible way. We could not have accomplished this without you."

Thank you for your vital role in helping us *share the power of a wish*®. If you would like to learn more about other rewarding ways to get involved, or if you have questions in regards to your donation, please contact Carole Crisci at 301.797.9474.

Sincerely,

Judy A. Mann
Regional Director – Western Maryland Office

The Make-A-Wish Foundation® of the Mid-Atlantic is a 501 (c) (3) nonprofit organization. For federal income tax purposes, this letter serves as confirmation that no goods or services were provided to you in exchange for this donation.

Thank you for helping us make a difference in the lives of Washington County children. Your gift brings hope, strength and joy to the children we serve and their families. Judy



322 E. Antietam St. - 101
Hagerstown, MD 21740
Local Hopeline 301-791-5843
Hopeline 800-963-0101
FAX 301-797-4090
Email bcavalley@myactv.net
Website www.bcacv.org

Breast Cancer Support Organization

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August 17, 2010

AUG 19 2010

Washington County Gaming Commission
33 West Washington Street, Room 200
Hagerstown, MD 21740-4834

Dear Gaming Commission Members:

Thank you for the \$5,587.98 grant funding to purchase a computer, color printer, 100 Breast Cancer Treatment Handbooks, and LCD television to aid in our free early detection and after breast cancer diagnosis support programs. Each and every dollar we raise goes to help an individual in the local fight against breast cancer. Breast cancer touches not only the individual but everyone around them.

BCA—CV has seen the need for our services increase by over 573% in the last five years. It is a good feeling to know that women are realizing the importance of taking care of their health. BCA—CV will continue to stress the importance of early detection and provide free mammograms for those in need.

Thank you for the grant funding supporting our cause! BCA—CV works hard to make our After Breast Cancer Support (ABC'S) a significant program to impact in a positive way each person diagnosed! Please accept our deep gratitude for your help. BCA—CV is here so no one has to face breast cancer alone.

Warm regards,

Joan Fell
Executive Director

No goods or services were provided for this gift. Your gift is deductible to the fullest extent of the law. Please consult your tax advisor regarding specific questions about your tax deductions.

Breast Cancer Awareness—Cumberland Valley, Inc. strives through total community involvement to decrease the impact of breast cancer and promote early detection in all individuals through information, empowerment, and peer support, so that no one faces breast cancer alone.



AUG 25 2010

August 20, 2010

Washington County Gaming Commission
33 West Washington Street, Room 200
Hagerstown, MD 21740-4885

Re: 2010 Distribution of Funds

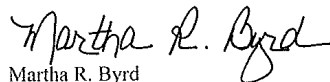
Dear Commission Members:

On behalf of the staff, volunteers and Board of Directors of Children In Need, Inc., I am writing to express our deep appreciation for the 2010 award of funds in the amount of \$44,000.

In these difficult economic times, we have seen an increase in the need for the services our organization provides; while at the same time, the revenues generated by gaming industry have probably also declined. We are sympathetic to the task you are charged with in determining the distribution of those funds and we are grateful for your consideration.

Thank you again for this award of funds and you can be sure it will assist many children in need in Washington County.

Sincerely,


Martha R. Byrd
Treasurer

131 West North Avenue • Hagerstown, MD 21740
301-671-2014