

# BCLC Gambling Service Provider Commissions Report

Fiscal Year 2023/24

## Contents

British Columbia’s Casino, Community Gaming and Bingo Facility Gambling Operations Model .....	3
Commissions Earned by Casino Service Providers Annually (By Facility) .....	4
Commissions Earned by Community Gaming and Bingo Service Providers Annually (By Facility) .....	5
Appendix 1: BCLC Casino, Community Gaming and Bingo Facility Service Providers .....	6

# British Columbia's Casino, Community Gaming and Bingo Facility Gambling Operations Model

BCLC enters into Operational Services Agreements (OSAs) with private-sector service providers to carry out the day-to-day operations at gambling facilities including casinos and community gaming centres. Under this model, service providers are responsible for financing and construction of new gambling facilities, as well as the ongoing maintenance and repairs. The current OSA structure defines the service and operating responsibilities of service providers, as well as the following commissions:

## Casino Games

- 25 per cent of net win<sup>1</sup> from slots and electronic table games
- 77.5 per cent of net win from poker and of net win from craps
- 62.5 per cent of net win from low-limit blackjack
- 40 per cent of net win from high-limit tables (except for high-limit craps, 75 per cent of net win)
- 42.5 per cent of net win from all other table games

## Bingo Games

- 90 per cent of bingo sales (after prizes are paid) on the first \$10,000 per week
- 45 per cent of bingo sales (after prizes are paid) greater than \$10,000 per week
- 60 per cent of weekly net win from bingo games (paper bingo only)
- 25 per cent of weekly net win from electronic pull tabs

## Loyalty Program Commission<sup>2</sup>

BCLC's Loyalty Program Commission program provides service providers a percentage of net win on BCLC's online gambling website, PlayNow.com, for eligible players.<sup>3</sup>

- Proportional share<sup>4</sup> of 15 per cent of eSlots net win
- Proportional share of 15 per cent of eTables net win
- Proportional share of 15 per cent of Live Casino net win
- Proportional share of \$10 conversion fee

The terms of the OSA require service providers to submit annual business plans that include commitments to capital and operating investments in properties over the term of the contract. In addition, through a Facility Investment Commission (FIC) program, service providers earn commissions based on the execution of an investment plan agreed upon at the time of signing the current OSA.

OSAs provide a framework for BCLC to hold service providers accountable for investment commitments and service standards that drive growth and new amenities, while supporting the health of our players. They also include accountability measures that support BCLC's oversight in the areas of compliance and security, including escalation mechanisms and progressive discipline measures.

<sup>1</sup> Net win is defined as player wagers less winnings and is adjusted for free play and progressive jackpot contributions.

<sup>2</sup> The commission rates listed in this section refer to the terms of the OSA from Aug 30, 2021 – December 31, 2023. On January 1, 2024, the loyalty program commissions rates were adjusted to 18% of eligible player eSlots net win, 18% of eligible player eTables net win, and 17% of eligible player live casino net win in the commission period. Between January 1, 2024, and March 31, 2024, no loyalty program commissions were paid to service providers, and, therefore, no amounts for this period have been included in the values on page 4 and 5 of this report.

<sup>3</sup> An eligible player is defined as an active casino Encore Rewards member who did not have a PlayNow.com account and then opened one and placed a wager during a specific timeframe, or a new or active casino Encore Rewards member who did not have a PlayNow.com account or had an inactive account and opens or reopens an account and places a wager following the terms and conditions of a PlayNow.com marketing offer received.

<sup>4</sup> "Proportional Share" with respect to an eligible player means a calculation expressed as a percentage of the eligible player's wagers at the service provider's land-based facility in the specified period as the numerator, and the eligible player's total wagers at all BCLC managed land-based gaming facilities for the specified period as the denominator.

## Commissions Earned by Casino Service Providers Annually (By Facility)

Fiscal 2023/24 (unaudited) (in thousands of Canadian dollars)

Casino Name	Slot Revenue	Table Revenue	Bingo Revenue	Total Revenue	Operator Commission	FDC/ AFDC/ FIC Earned	Loyalty Program Commissions	Total Commission <sup>5,6</sup>
Billy Barker Casino	\$ 9,018	\$ —	\$ —	\$ 9,018	\$ 2,249	\$ 450	8	\$ 2,707
Cascades Casino Delta	27,698	9,450	—	37,148	11,056	1,846	38	12,940
Cascades Casino Kamloops	38,049	1,565	—	39,614	10,330	1,982	44	12,356
Cascades Casino Langley	126,253	28,844	1,123	156,220	46,272	7,806	93	54,171
Cascades Casino Penticton	32,604	1,042	—	33,646	8,678	1,681	40	10,399
Casino Nanaimo	44,223	2,853	—	47,076	12,439	2,356	62	14,857
Casino of the Rockies	12,047	—	—	12,047	2,972	594	5	3,571
Chances Casino Fort St. John	16,604	907	10	17,521	4,606	876	7	5,489
Chances Casino Kelowna	52,177	4,335	—	56,512	14,968	2,826	50	17,844
Elements Casino Chilliwack	46,511	1,301	649	48,461	12,720	2,424	37	15,181
Elements Casino Surrey	51,275	9,784	—	61,059	16,961	3,037	23	20,021
Elements Casino Victoria	74,403	9,217	—	83,620	22,886	4,183	95	27,164
Grand Villa Casino	156,576	74,271	—	230,847	73,423	11,511	162	85,096
Great Canadian Casino Vancouver	110,240	29,912	—	140,152	41,889	7,010	121	49,020
Hastings Racecourse	18,091	—	—	18,091	4,522	904	12	5,438
Lake City Casino Vernon	35,421	1,596	—	37,017	9,596	1,849	11	11,456
Parq Vancouver	69,964	75,105	—	145,069	52,733	7,263	82	60,078
Playtime Casino Kelowna	20,603	4,071	—	24,674	7,188	1,233	24	8,445
RimRock Casino	8,178	—	—	8,178	2,046	409	10	2,465
River Rock Casino Resort	156,277	98,696	—	254,973	82,491	12,746	157	95,394
Starlight Casino	84,944	36,018	—	120,962	37,638	6,067	72	43,777
Treasure Cove Casino	54,737	2,412	3,622	60,771	16,902	3,039	42	19,983
Chances Abbotsford	27,099	—	—	27,099	6,770	1,354	17	8,141
Chances Courtenay	21,809	—	—	21,809	5,454	1,091	40	6,585
<b>Total</b>	<b>\$ 1,294,801</b>	<b>\$ 391,379</b>	<b>\$ 5,404</b>	<b>\$ 1,691,584</b>	<b>\$ 506,789</b>	<b>\$ 84,537</b>	<b>1,252</b>	<b>\$ 592,578</b>

<sup>5</sup> Commission amounts reported represent revenue to the Service Providers and an expense to BCLC.

<sup>6</sup> During the year BCLC started to recover the one-time advanced commissions provided in 2022/23 to eligible service providers. The financial impact is recorded on BCLC's statement of financial position and has not been included in this report.

# Commissions Earned by Community Gaming and Bingo Service Providers Annually (By Facility)

Fiscal 2023/24 (unaudited) (in thousands of Canadian dollars)

CGC or Bingo Hall	Slot Revenue	Bingo Revenue	Total Revenue	Operator Commission	FDC/ AFDC/ FIC Earned	Loyalty Program Commissions	Total Commission <sup>7,8</sup>
Chances Playtime Campbell River	\$ 17,257	\$ 98	\$ 17,355	\$ 4,404	\$ 868	\$ 29	\$ 5,301
Chances Castlegar	9,511	117	9,628	2,477	480	42	2,999
Chances Cowichan	18,215	199	18,414	4,670	925	21	5,616
Chances Dawson Creek	8,712	—	8,712	2,176	435	5	2,616
Chances Casino Kamloops	19,718	1,270	20,988	5,747	1,051	26	6,824
Chances Maple Ridge	29,001	393	29,394	7,583	1,469	56	9,108
Chances Mission	12,840	708	13,548	3,762	676	36	4,474
Chances Prince Rupert	9,857	163	10,020	2,610	501	15	3,126
Chances Salmon Arm	11,476	270	11,746	3,112	588	11	3,711
Chances Signal Point	12,974	504	13,478	3,667	674	5	4,346
Chances Squamish	5,384	69	5,453	1,403	272	3	1,678
Chances Casino Terrace	15,235	153	15,388	3,946	770	26	4,742
Planet Bingo	—	3,002	3,002	1,635	149	—	1,784
<b>Total CGC &amp; Commercial Bingo Halls</b>	<b>170,180</b>	<b>6,946</b>	<b>177,126</b>	<b>47,192</b>	<b>8,858</b>	<b>275</b>	<b>56,325</b>
Paper Bingo Distribution Revenue	—	238	238	—	—	—	—
<b>Total</b>	<b>\$ 170,180</b>	<b>\$ 7,184</b>	<b>\$ 177,364</b>	<b>\$ 47,192</b>	<b>\$ 8,858</b>	<b>\$ 275</b>	<b>\$ 56,325</b>

<sup>7</sup> Commission amounts reported represent revenue to the Service Providers and an expense to BCLC.

<sup>8</sup> During the year sites started repaying commission advances on a weekly basis at the rate of 10% of commission earned for the week. The financial impact of these repayments has not been included in this report as commission amount advanced was recorded as an asset on BCLC's statement of financial position.

## Appendix 1: BCLC Casino, Community Gaming and Bingo Facility Service Providers

Facility	Service Provider	Location
Billy Barker Casino	585 Holdings Ltd.	Quesnel
Cascades Casino Delta	Gateway Casinos & Entertainment Limited	Delta
Cascades Casino Kamloops	Gateway Casinos & Entertainment Limited	Kamloops
Cascades Casino Langley	Gateway Casinos & Entertainment Limited	Langley
Cascades Casino Penticton	Gateway Casinos & Entertainment Limited	Penticton
Casino Nanaimo	Great Canadian Gaming Corporation	Nanaimo
Casino of the Rockies	SEM Resort Limited Partnership	Ktunaxa Nation (Cranbrook)
Chances Abbotsford	Playtime Gaming Group Inc. (Gateway Casinos & Entertainment Limited)	Abbotsford
Chances Castlegar	Terrim Properties Ltd.	Castlegar
Chances Courtenay	Playtime Gaming Group Inc. (Gateway Casinos & Entertainment Limited)	Courtenay
Chances Cowichan	Duncan Dabber Bingo Society	Duncan
Chances Dawson Creek	Great Canadian Entertainment Centres Ltd. (Great Canadian Gaming Corporation)	Dawson Creek
Chances Casino Fort St John	0342293 B.C. Ltd. (Pomeroy Lodging)	Fort St John
Chances Casino Kamloops	Enterprise Entertainment Ltd. (Gateway Casino & Entertainment Limited)	Kamloops
Chances Casino Kelowna	Goldwing Investments (Saskatoon) Ltd.	Kelowna
Chances Maple Ridge	Great Canadian Gaming Entertainment Centres Ltd. (Great Canadian Gaming Corporation)	Maple Ridge
Chances Mission	Gateway Casinos & Entertainment Limited	Mission
Chances Playtime Campbell River	Playtime Gaming Group Inc. (Gateway Casino & Entertainment Limited)	Campbell River
Chances Prince Rupert	0733244 BC Ltd. (West Coast Hospitality)	Prince Rupert
RimRock Casino	1015244 B.C. Ltd. (Coulson Group)	Port Alberni

<b>Facility</b>	<b>Service Provider</b>	<b>Location</b>
Chances Salmon Arm	Terrim Properties Ltd.	Salmon Arm
Chances Signal Point	Lucky's Ventures Ltd. (Gateway Casinos & Entertainment Limited)	Williams Lake
Chances Squamish	Gateway Casinos & Entertainment Limited	Squamish
Chances Casino Terrace	Lucky Dollar Bingo Management Ltd. (Pomeroy Lodging)	Terrace
Elements Casino Chilliwack	Chilliwack Gaming Ltd. (Great Canadian Gaming Corporation)	Chilliwack
Elements Casino Surrey	Orangeville Raceway Limited (Great Canadian Gaming Corporation)	Surrey
Elements Casino Victoria	Great Canadian Gaming Corporation	View Royal
Grand Villa Casino	Gateway Casinos & Entertainment Limited	Burnaby
Great Canadian Casino Vancouver	Great Canadian Gaming Corporation	Coquitlam
Hastings Racecourse	Hastings Entertainment Inc. (Great Canadian Gaming Corporation)	Vancouver
Lake City Casino Vernon	Gateway Casinos & Entertainment Limited	Vernon
Parq Vancouver	Parq Vancouver ULC	Vancouver
Planet Bingo	Community Gaming Management Association	Vancouver
Playtime Casino Kelowna	Gateway Casinos & Entertainment Limited	Kelowna
River Rock Casino Resort	Great Canadian Gaming Corporation	Richmond
Starlight Casino	Gateway Casinos & Entertainment Limited	New Westminster
Treasure Cove Casino	Treasure Cove Casino Inc.	Prince George