

To: Lottery CEO's, IALS Members, Marketing Directors,  
PR/Communications Directors

**Public Gaming Research Institute Inc.'s**

# **INTERNATIONAL**

# **MORNING**

# **REPORT**

Your weekly supplement to  
*Public Gaming International Magazine*  
June 23, 2002

**MAKE PLANS FOR PGRI's INTERNATIONAL LOTTERY EXPO.** Mark July 18-21 on your calendars for PGRI's International Lottery Expo which will be held at the fabulous Sonesta Beach Resort in Key Biscayne, FL. Hotel rooms can be reserved by calling the Sonesta at **305-361-2021**. **The deadline for discounted hotel rooms at the Sonesta has been extended until June 27.** For more information, please call PGRI at **425-803-2900** or [click here](#) to visit us [www.publicgaming.org](http://www.publicgaming.org).

**2<sup>ND</sup> EL CONGRESS CONVENES.** On June 8-12 the 2nd Congress of the largest European lottery association, European Lotteries (EL), took place in the Municipal House in Prague, Czech Republic. The Congress was hosted by the joint-stock company SAZKA. A number of specialized lectures were presented dealing with the developments and future of sport betting, new trends in communication, management of customer relations, new technologies in the gaming industry, use of new gaming media and the associated risks, progress of legislation in the gaming industry, and interrelation of European *acquis* and national lottery law with special focus on national regulatory powers. 554 officially registered delegates from 53 countries attended the Congress, and 25 major suppliers and manufacturers active in the gaming industry presented their wares. The General Assembly also elected the new EL Executive Committee. Hans-Jürgen Reissiger was re-elected the EL President; Risto Nieminen is the new 1st Vice President and José Miguel Martínez Martínez the 2nd Vice President. Friedrich Stickler was elected to represent the EL at the World Lottery Association. The delegates attending also decided that Budapest will be the venue of the 4th EL Congress in 2007.

**MAINE LEGISLATURE WANTS SLOTS.** Maine Lawmakers overwhelmingly approved a bill allowing slot machines at state off-track betting facilities. The House approved the bill by a 112 to 29 vote, and the Senate approved it by a margin of 24 to 6. Governor John Baldacci plans to veto the bill, but if that veto is expected to hold he will have to convince some legislators to change their votes – there is enough support in the Legislature to override the veto. If the veto doesn't hold, facilities could hold 200 slots,

which would be expected to bring in \$50 to \$100 in revenue per day. Of the profits, 13 percent would go to the harness racing industry, four percent would go to agricultural fairs, one percent would go to responsible gaming programs and three percent would go to the municipality housing the facility. The state would take in 28 percent of the profits (estimated to be \$62 million per year), and five percent would go to track operators.

**LOTO-QUEBEC TOPS \$1 BILLION.** For the fiscal year ended March 31, 2003, Loto-Québec reported consolidated earnings of \$3.749 billion, an increase of 2.4% over the previous year, and net income of \$1.446 billion, a slight decline of 0.2% as compared to fiscal 2001-2002. Within the lottery sector, after a slight decrease of 1.8% in 2001-2002, sales increased by 2.3% to reach \$1.834 billion during fiscal 2002-2003. The Corporation's three Casinos posted combined revenues of \$747.5 million, up 2.8% over the previous reporting period. After several years of marked growth in earnings, the video lottery sector recorded a weaker increase for its second consecutive year, up 0.9% during fiscal 2002-2003 to \$1.077 billion. Finally, the Corporation's network bingo activities generated total revenues of \$37.6 million, down 5.2%.

**SC SALES SPIKE.** The South Carolina Lottery is enjoying a June sales surge that has caused the Lottery to expect its transfer to the state to be \$10-\$15 million higher than expected. The growing Powerball Jackpot is the main reason for the sales spike. The Lottery has already transferred \$31 million more in state revenue than the \$172 million projected at the beginning of the year. The Lottery also announced a major milestone, having passed the \$1 billion mark in ticket sales since inception.

**MULTI-STATES PITCH TEXAS.** Powerball and Mega Millions will be pitching the Texas Lottery at a Lottery Commission meeting on June 30. Texas Lottery Director Reagan Greer will evaluate both organizations and make a recommendation to the Lottery Commission in July.

**PENNSYLVANIA PLEASED WITH POWERBALL.** Powerball has been quite a boon for the Pennsylvania Lottery. Two-weeks shy of FY 03's end, Powerball and Super 6 have combined for \$352.9 million in sales – a significant improvement on FY 02's Super 6 total of \$219.2 million. Super 6 sales have suffered quite a bit (down \$137.7 million), but there's no arguing with an overall boost of more than \$133 million.

**NC RENEWS LOTTERY FIGHT.** North Carolina Governor Mike Easley has once again brought up the subject of a state lottery. Again, the idea is facing stiff opposition in the House of Representatives, where House Co-Speaker Jim Black is standing firmly against the proposal.

**CO TO ASSIST IN AMBER ALERTS.** The Colorado Lottery is planning to transmit AMBER Alerts via the 2,400 lottery retail outlets throughout the state. Once an alert is issued, no lottery tickets will be able to be sold until the alert message is printed by the outlet – the outlet will then be required to post the information.

**KLC ANTICIPATES LOWER SALES.** Anticipating the start of a Tennessee lottery and the unlikelihood of another \$300 million Powerball jackpot in the coming year, the Kentucky Lottery Corporation Board of Directors approved an FY 04 budget that forecasts sales and dividends below the current year's expected final numbers. The budget projects \$638.8 million in sales and \$170.5 million in dividends to the state, compared to an expected \$665.4 million in sales with dividends of \$176.6 million in the year that will end on June 30, both records. To compensate, the Lottery has reduced operating expenses to \$40,774,000 – \$1,691,000 (4%) below the current year's projected expenses and \$2,428,000 (5.7%) below FY 03's original board approved budget.

**BCLC CONFIRMS CASINO RELOCATION.** The BCLC announced Gateway Casinos Inc. as the proposed service provider for a relocated, full-service community casino in the City of Langley. The proposed casino development will be located at the corner of Fraser Highway and Glover Road (204th Street). Once the City of Langley is satisfied with the detailed proposal from Gateway, the City will have up to 120 days to provide BCLC with its approval to host the proposed relocated casino. Prior to providing its approval, the City must undertake a public consultation process that allows the opportunity for broad-based community input.

**NY BUS TO FEATURE UNDERGROUND RAILROAD.** New York's Lottery Education Bus will soon feature the history of the state's Underground Railroad corridor. The Education Bus is a mobile classroom featuring interactive displays designed to give students a richer understanding of state history.

**PHONE FOR RESULTS IN PA.** In response to requests from Lottery players and retailers, the Pennsylvania Lottery has added a toll-free telephone number as another option to obtain mid-day drawing results. The information available will be that day's mid-day winning number results only. The mid-day winning number information will be available for a 24-hour period - from when the day's winning numbers are verified for The Daily Number and BIG 4 mid-day drawings, until the next day's 1:35 p.m. mid-day drawing is validated and the winning number results are available. The toll-free number is 1-877-282-4639.

**GLO APPROVES NEW THAI GAMES.** Thailand's Government Lottery Office board approved the sale of two- and three-digit lotteries. The games still need cabinet approval. The GLO intends to put aside 20 billion baht in reserves for the scheme.

**DE LOTTO SUMMONS INTERNET GAMBLING FIRMS.** De Lotto, the Dutch gaming firm, has summoned 40 Internet gaming sites to a Dutch court. The Lottery is claiming that the firms do not have a license to operate in the Netherlands, and should be penalized 10,000 a day. Prior to the summons, De Lotto wrote to several firms world wide – many agreed to take measures to ensure their sites aren't used by Dutch citizens. Those that did not agree to such measures have been summoned.

**FORTUNE IN INDIA.** Fortune Lotteries of India is the first Indian on-line lottery operator to be approved as a member of WLA. A weekly Fortune Lotto and a daily Fortune 3+3 were launched in early May in the states of Kerala, West Bengal and Nagaland. Fortune is the second operator in the surging on-line lottery market in India. Editec S.A. is the provider of 1500 TPM 3000 lottery terminals and the Central System software. VSAT and GPRS connectivity is provided by local suppliers. Fortune expects 10,000 outlets by the end of 2004.

#### **COMPANY ANNOUNCEMENTS**

**GTECH REPORTS FIRST QUARTER.** GTECH saw quarterly earnings rise 41 percent, helped by strong international operations and cost controls. The company reported fiscal first-quarter net income of \$41 million, or 68 cents a share, up 39% over last year. Sales rose to \$239.6 million from \$231.4 million.

**TATTERSALL'S SIGNS WITH ESSNET.** Tattersall's confirmed that contract negotiations with EssNet over the supply of a new lottery system and terminals have been completed. The agreements were signed between CEO's Duncan Fischer for Tattersall's and Hans Vigmostad for EssNet in Melbourne. The companies will begin the implementation phase of the project immediately, with an expected switch over from the current system around the middle of next year. The new Tattersall's ELOS system will support over 900 retailers across four Australian States and Territories, as well as incorporating EssNet's e-channel and t-channel third party interfaces to allow connectivity to new sales channels such as the Internet, mobile phones and interactive television.

**EDITEC LAUNCHES IN IVORY COAST.** The National Lottery of Ivory Coast (LONACI) has successfully launched the computerization of its horse racing game through a complete Editec multi-mode betting system. 500 Editec TPM 3000 terminals have already been dispatched and an additional 300 have just been ordered and scheduled to be delivered in July. That should make the LONACI the third largest computerized lottery after South Africa and Morocco.

#### **LOTTERY PEOPLE**

Oberthur Gaming announced several changes to its corporate management team, which will be effective immediately. Following **Gaston Boulanger's** decision to fully retire from his professional activities after more than 28 years as Chairman of the company, **Emmanuèle Cousineau** has been appointed Chairman of the company's International Board, while **Etienne Couëlle** becomes President and Chief Executive Officer of OGT's global activities. In addition, OGT is shortening the distance between its customers and its corporate leadership by having all regional Sales and Marketing executives (**Kathy Matson** – USA, **Joaquin Casajuana** – Latin America, **Paul Howell** – Asia-Pacific, **Garry King** – Canada, **Patrick Larocque** – Europe-Middle East-Africa and **Joe Pereira** – Mercosur) directly report to Etienne Couëlle.

**Submit material for next week's Morning Report by Wednesday of this week to [Toddpr2@aol.com](mailto:Toddpr2@aol.com)**



## AWARDS PROGRAM AT PGRI'S INTERNATIONAL LOTTERY EXPO

July 18-21, 2003 • Sonesta Beach Resort • Key Biscayne, Florida

The International Lottery Expo in Miami Beach, July 18-21, is fast approaching. I hope that you or a representative of your organization will be attending. If so, I want to remind you about two annual Public Gaming Research Institute award programs that will take place at Expo:

1. The annual PGRI Television and Point of Sale Advertising Awards; and
2. PGRI's annual Quality and Excellence Awards, The Qe's.

### TV AND POS ADVERTISING AWARDS

All lotteries participating in the Lottery Expo are encouraged to submit samples of successful TV and POS ads for showing to Expo attendees. As previously announced, the awards program for advertising has been changed this year to give **each participating lottery an award** in consideration of submitting ads to the Expo audience for review. In relation to the ad contest, conference attendees will be asked to vote on their favorite ads and those results will be published in the next Public Gaming International magazine. Please note that if advised in advance, ad agencies for participating lotteries, if in attendance at the conference, will receive duplicate ad awards.

**Please send your entries by controlled delivery service to by July 14 to:**

**Elsie Grote, PGR Institute, 4020 Lake Washington Blvd. NE, Suite 100, Kirkland, WA 98033, Tel. 425-803-2900**

Note: Please send all entries in VHS video tape format, including POS material.

### Qe AWARDS FOR QUALITY AND EXCELLENCE

There are two types of Qe Awards:

#### 1. Outstanding Achievement Awards

The "Outstanding Achievement Awards" are for Lottery staff and for supplier staff who have accomplished something especially noteworthy and are recommended by their Lottery directors or company presidents; and are for Lottery directors and company executives who have been sited by their Boards, governors or other recognized sources for their special achievements.

#### 2. Outstanding Service Awards

The "Outstanding Service Awards" are for those in attendance who have been in the lottery industry for 15 years or more and have not previously received this award.

The purpose of these awards is to use this international lottery forum to recognize and promote quality and excellence in the people who make the lottery industry successful. Each person for whom there is an award submission will receive an award.

**Please e-mail or fax Outstanding Achievement and Outstanding Service Award submissions to:**

**Elsie Grote, PGR Institute, Inc., e-mail: [elsiegr2@aol.com](mailto:elsiegr2@aol.com) or fax 425-803-6830 by July 14.**

Persons must be in attendance at Expo to qualify for an award.

If you have questions regarding any of the above, please call Elsie Grote at 425-803-2900.

I look forward to your participation in this awards program.

With best regards,

Duane V. Burke  
Chairman/CEO



# MARK ZAMARRIPA TO RECEIVE LIFETIME ACHIEVEMENT AWARD AT INTERNATIONAL LOTTERY EXPO

Public Gaming Research Institute is pleased to announce that PGRI's selection for the 2003 Major Peter J. O'Connell Lottery Lifetime Achievement Award is Mark Zamarripa, Director of the Colorado Lottery and current president of NASPL.

Following is a brief bio on Mark:

*Mark Zamarripa has a long history with the Colorado Lottery, holding the distinction of being the Lottery's first paid employee hired in August 1982. Zamarripa began his Lottery career as Administrative Assistant to the Director. In 1992, he was appointed Acting Operations Director and later served as Director of Planning and Policy Analysis before being named Director in May 1994.*

*Under Zamarripa's direction, the Colorado Lottery has become a leader in beneficiary advertising and has been an industry innovator in areas such as progressive annuities, grocery in-lane terminals, and new game development. Zamarripa and the Colorado Lottery have been recognized with a variety of awards including the Governor's Diversity Award, Public Relations CEO of the Year, and numerous accounting and advertising awards.*

*He has served on the NASPL executive staff for six years, chairing the Education Committee for five of those years. Currently he is serving as President of NASPL.*

Mark will be presented with this Lifetime Achievement Award at a luncheon on July 19, the first full day of the International Lottery Expo. The Expo is being held July 18-21 at the Sonesta Beach Resort in Key Biscayne, Florida.

Past Distinguished, Lifetime Achievement Award recipients have been:

- Major Peter J. O'Connell - Rhode Island - the first Award recipient
- George Andersen - Minnesota
- Ray Bates - Ireland
- James Hosker - Massachusetts
- Cluny Macpherson - Atlantic Canada
- Reidar Nordby, Jr. - Norway
- Rebecca Paul - Georgia
- Guy Simonis - British Columbia, Canada
- Dr. Edward Stanek - Iowa
- James Wimsatt - New Hampshire
- Greg Ziemak - Kansas

For more information, please contact Public Gaming Research Institute, Inc. at 425-803-2900, fax 425-803-6830, e-mail [publicgam@aol.com](mailto:publicgam@aol.com), or [click here](http://www.publicgaming.org) to visit us on the Web at [www.publicgaming.org](http://www.publicgaming.org)



# CIRCLES OF LEARNING RETURN TO INTERNATIONAL LOTTERY EXPO!

*32 Lotteries and 25 Directors Registered to Attend Last Year's Expo in Miami.*

## Win Lottery Business More Cost-Effectively With A Circle of Learning@Expo

- Be part of the **inclusive** Circles of Learning where all Expo events are held in the same room.
- Bring your products, ideas and solutions to Miami, but **leave your expensive booth behind.**
- Display, demonstrate and receive feedback on your products and services, people and ideas, solutions and technologies, **without spending money to ship and build an elaborate booth.**
- Take advantage of the first lottery event of most lotteries **new fiscal year.**

With expected attendance by more than **30 lotteries** from around the world, **especially Latin America**, a **Circle of Learning@Expo** is a cost-effective way of growing your lottery business this year and beyond.

Take advantage of this **new business environment**, which is more conducive to interaction, education and dialogue, by calling your PGRI representative at **425-803-2900**.

### —Tentative Agenda—

#### July 17, Thursday

4pm-6pm	Registration Open
6pm-9pm	Circle of Learning Setup

#### July 18, Friday

9am-3pm	Circle of Learning Setup
9am-7pm	Registration Open
Noon-2pm	PGRI's Sister Lottery Meeting
3pm-5pm	Opening General Session I
5pm-7pm	Welcome Reception in the Circles

#### July 19, Saturday

8am-9am	Coffee and Danish in the Circles
9am-Noon	General Session II
Noon-2pm	Lunch in the Circles
2pm-4pm	Roundtable Breakout Sessions
Evening	Open

#### July 20, Sunday

8am-9am	Coffee and Danish in the Circles
9am-Noon	General Session III
Noon-2pm	Lunch in the Circles
Afternoon	Open for Private Meetings

#### July 21, Monday

8am-9am	Coffee and Danish in the Circles
9am-11am	Closing Session and Awards

For more details on hosting your own **Circle of Learning@Expo**, please [click here](#) to visit our Web site at [www.PublicGaming.org](http://www.PublicGaming.org) or call PGRI at **425-803-2900**.

David Mello  
Tel.: 202-244-9301  
Fax: 202-244-9302  
[davemello@earthlink.net](mailto:davemello@earthlink.net)



Dear Colleague:

We are excited about the **International Lottery Expo** this year! The program topics are terrific, the Sonesta Beach Resort is terrific and the supplier participation opportunities are terrific.

Here are the various ways in which you can participate in this year's Expo:

1. As an exhibitor with a **Circle of Learning** from which you can promote your products.
  - as an exhibitor, you also have the option of speaking on the program
  - you also receive one free registration plus a \$100 discount on additional registrations for your company
2. As a sponsor or co-sponsor of the opening night reception, one of the two luncheons or the morning coffee and danish.
  - as a function sponsor or co-sponsor, you will have the option of speaking on the program
  - sponsors also receive other benefits as outlined on page four of this package
3. As a co-sponsor of the program itself.
  - as a program cosponsor, you will have the option of being on the program
4. As an attendee able to attend all program and social functions.

And remember, a companion advertisement for your products and services in the July issue of *Public Gaming International Magazine* will help you with not only the lottery attendee prospects at this Expo, but will also help you with all of the lotteries of the world, all of whom receive *Public Gaming International Magazine* each month.

The **International Lottery Expo** is where decision makers from lotteries in North America and overseas come for good ideas and product demonstrations that can make their lotteries more successful. Your products, services and revenue-generating ideas will be well received by these lottery executives.

Much more information is enclosed with this PDF file, but in addition, new information is continually being added to Public Gaming Research Institute's web site. Be sure to check it too. See our web site at [www.publicgaming.org](http://www.publicgaming.org).

We look forward to your participation and to helping you and your company grow through the marketing opportunity that the **International Lottery Expo** presents.

We hope you will join us. Can you afford not to participate in the **International Lottery Expo**?

Best regards,

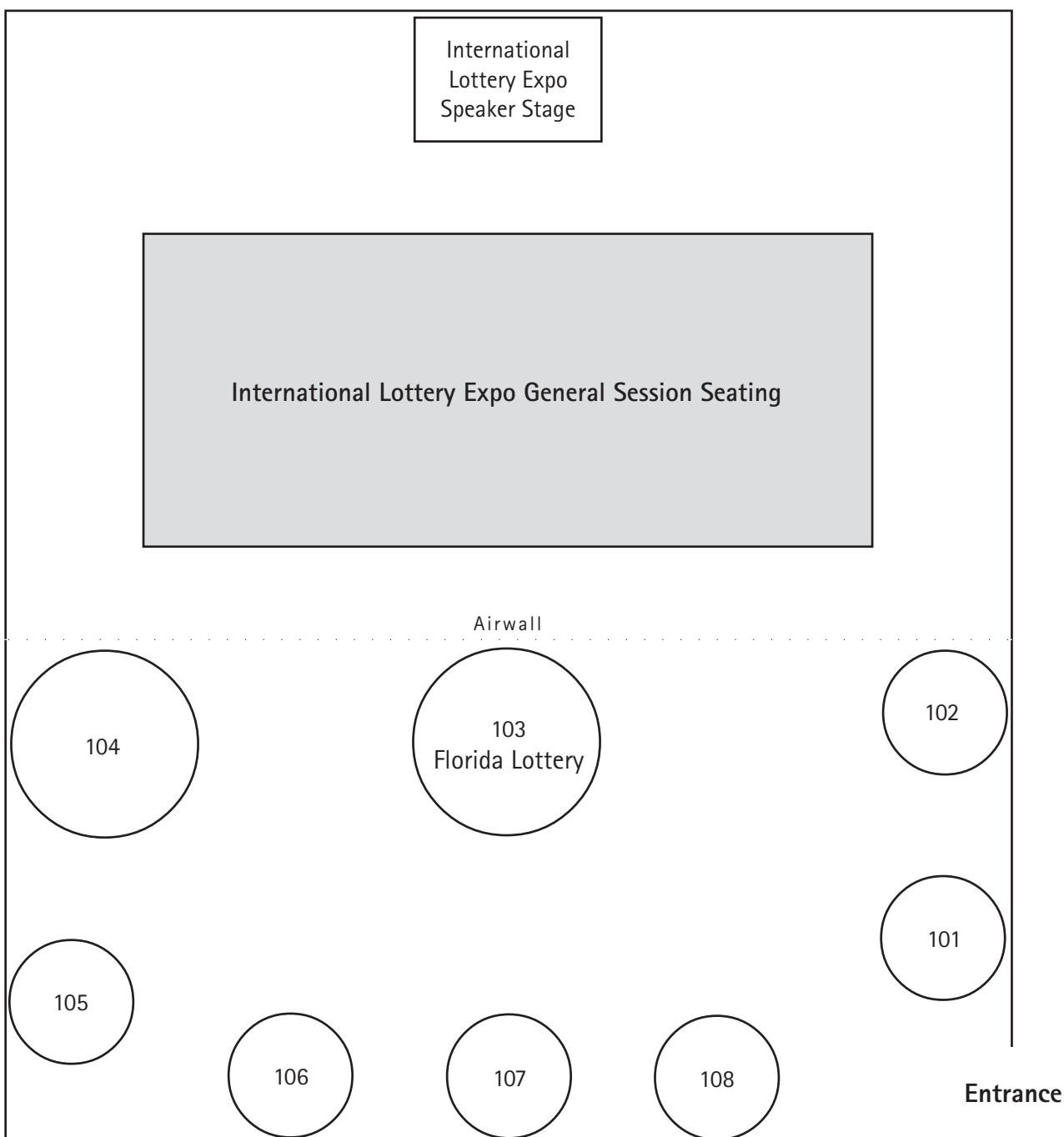
A handwritten signature in black ink that reads 'Duane Burke'. The signature is written in a cursive, flowing style.

Duane Burke  
CEO/Publisher  
*Public Gaming International Magazine*

# Circles of Learning at International Lottery Expo 2003

July 18-21 • Sonesta Beach Resort • Key Biscayne, FL

*Co-hosted by Public Gaming Research Institute and the Florida Lottery*



## **Bonus For Exhibitors!**

Participation as a Speaker on the Expo Program is available to exhibitors! If your company has interest in **making an Expo presentation**, please contact PGRI for details on how to participate on the Program.

In addition, PGRI will provide your Circle with basic furniture at no extra cost to you.

## **Notes:**

- All Circles have a diameter of 10' except #103 and #104 which are 15' wide
  - The Grand Ballroom
  - Ballroom is carpeted
  - Ceiling height is 12'



# SUCCESS!

## BE AN OFFICIAL EXPO SPONSOR.

### What a Sponsorship Entitles You To:

- Logo Slideshow on General Session Screen During Your Event: **NEW for Expo!**
- Opportunity to Welcome Attendees to Your Event During General Session: **NEW for Expo!**
- Multiple Opportunities to Participate on the Program as a Panelist or Speaker
  - On-site signage at your event featuring company name and logo
    - Advance information on preregistered attendees
  - Company logo, greeting and recognition in official Show Program
    - Company acknowledgment in pre-show promotions to lotteries
- Follow-up acknowledgment in **Public Gaming International Magazine**

### What a Sponsorship Does For You:

- COMMUNICATES your solid reputation in the industry.
- DEMONSTRATES your concern for your customers.
  - INCREASES your company name recognition.
  - REINFORCES your product awareness.
  - PROMOTES good customer relations.
  - PROJECTS your successful image.

### International Lottery Expo Sponsorships:

- Welcome to Florida Reception on Friday: \$4,500
- Good Morning Continental Breakfast on Saturday, Sunday and Monday: \$3,000
  - Welcome to New Lottery Executives Lunch on Saturday: \$3,000
  - New Technology for Growth Lunch on Sunday: \$3,000

For more information, please call PGRI at 425-803-2900, or visit us at [www.publicgaming.org](http://www.publicgaming.org).

David Mello

Tel.: 202-244-9301

Fax: 202-244-9302

[davemello@earthlink.net](mailto:davemello@earthlink.net)





# INTERNATIONAL LOTTERY EXPO PROGRAM TOPICS

- Welcome Remarks from the New Secretary of the Florida Lottery
- High-Tech Solutions At The South Carolina Lottery
- Making Use Of Mobile Services To Promote Or Market Games
- Still More Room For Revenue Growth Using Instant And Licensed Games
- New Developments In Using The Internet For Lotteries
- Introduction To New Lottery Directors
- Video Lottery Revenues
  - How Much To The Lottery's Bottom Line
  - Race Tracks And Lotteries Working Together
  - Other Help For States Wanting Video Lottery
- Plans For New Lottery States: Tennessee And North Dakota; And Prospects For Additional Lotteries In The Near Future
- The Visionaries—Lottery Leaders Offering Their View Of Lottery Revenues, Growth Prospects And The Application Of New Technologies
- New Strategies In Advertising And Promotions
- Building More Revenue With Multi-State Games
- The Multi-State Lottery Association—Leveraging The Powerball Brand To Introduce New Games
- Today's Options For Lottery Drawing Equipment And Services
- Developments In Lottery Ticket Dispensing
- Lottery Advertising Competition For TV, Radio And Point-Of-Sale Ads
- How Does She Do It? Rebecca Paul's Management Strategies—Experience In Guiding Two Of The Most Successful Lottery Start-Ups Ever
- Qe Awards For Excellence In Lottery Leadership, Advertising And Service For 2003
- Lottery Lifetime Achievement Award For 2003
- Iowa's New Lottery Law And Its Advantages For All Lotteries
- Expanding Regional Multi-State Games
- Lottery Technology Workshop
- Lottery Advertising And Marketing Workshop

# -Circles of Learning and Exhibit Booth Application and Contract-

*All locations are good, but space is limited! Reserve yours today!*

Please fill out this form and fax back to 425-803-6830. Please mail original and payment to:  
Public Gaming Research Institute, 4020 Lake Washington Blvd. NE, Suite 100, Kirkland, WA 98033, or  
charge to American Express, MasterCard, or Visa (see below).

**Mark each event that applies:**     SMART-Tech '03     ILAC '03     International Lottery Expo '03

Contact/Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State/Prov./Zip/Postal Code: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_

Signature: \_\_\_\_\_

## Circle of Learning Options (SMART-Tech and Expo Only):

- Basic Circle \$2,995: includes space (78 sq. ft.), carpet and one badge/registration
- Deluxe Circle \$3,695: includes space (78 sq. ft.), carpet, one badge/registration, standard electricity, 25" TV/VCR, 1 table, 2 chairs, easel and wastebasket
- Extra-large Basic Circle \$5,890: includes space (175 sq. ft.), carpet and two badges/registrations
- Extra-large Deluxe Circle \$6,590: includes space (175 sq. ft.), carpet, two badges/registrations, standard electricity, 25" TV/VCR, 2 tables, 4 chairs, easel and wastebasket

## SMART-Tech '03 Circle of Learning Location Choice (February 9-12 in Charleston, SC):

1<sup>st</sup> Choice            #: \_\_\_\_\_

2<sup>nd</sup> Choice           #: \_\_\_\_\_

3<sup>rd</sup> Choice           #: \_\_\_\_\_

## ILAC '03 Exhibit Booth Location Choice (April 27-30 in Cancun, Mexico):

1<sup>st</sup> Choice           #: \_\_\_\_\_

2<sup>nd</sup> Choice           #: \_\_\_\_\_

3<sup>rd</sup> Choice           #: \_\_\_\_\_

## International Expo '03 Circle of Learning Location Choice (July 18-21 in Key Biscayne, FL):

1<sup>st</sup> Choice           #: \_\_\_\_\_

2<sup>nd</sup> Choice           #: \_\_\_\_\_

3<sup>rd</sup> Choice           #: \_\_\_\_\_

**For assistance or  
more information,  
please contact:**

**David Mello**

202-244-9301

f: 202-244-9302

[davemello@earthlink.net](mailto:davemello@earthlink.net)

## Payment Terms and Options:

- Please charge to my credit card                       Please invoice me

Costs for Circles of Learning are above. Standard exhibit space cost for ILAC is \$2,995 per booth which includes one registration per booth. **Full payment is due with your application for SMART-Tech, ILAC and Expo. Full refund if space is cancelled 90 days before event.** Payment is accepted by American Express, MasterCard or Visa credit cards. Fill-in below for charges.

Amount: U.S.\$ \_\_\_\_\_ Card Number: \_\_\_\_\_ Exp. date: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

**Fax back to 425-803-6830**



# International Lottery Expo 2003

## Registration Form

July 18-21, 2003 • Sonesta Beach Resort • Key Biscayne, FL USA  
 Co-hosted by Public Gaming Research Institute and the Florida Lottery

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 First Name for Badge: \_\_\_\_\_ Spouse's Name (if attending): \_\_\_\_\_  
 Title: \_\_\_\_\_ Organization: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_  
 State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_ Web Site: \_\_\_\_\_

Registration Fees (check one):  
 Non-Government: \$795     Exhibitor: \$695     Government (No Charge)

Method of Payment:  
 Check     Amex     Mastercard     Visa

Credit Card #: \_\_\_\_\_ Exp.: \_\_\_\_\_  
 Print Name (as it appears on card): \_\_\_\_\_  
 Signature: \_\_\_\_\_

**Fax Registration Form to: Public Gaming Research Institute, Inc. at 425-803-6830.**

For additional information: Please call, e-mail or see Web site:

Tel.: 425-803-2900 • E-mail: [elsiepr2@aol.com](mailto:elsiepr2@aol.com) • [www.publicgaming.org](http://www.publicgaming.org)

### Hotel Reservations

For the discounted room rate of \$98 (government)/\$125 (corporate), please contact the Sonesta Beach Resort directly. Room rate does not include tax and resort fee of \$12 per day.

**To ensure the disounted Expo rate, you must book your rooms by June 17, 2003.**

Telephone 305-361-2021 or 800-477-4556 • Fax 305-361-3096 • [www.sonesta.com](http://www.sonesta.com)

**Be sure to mention International Lottery Expo when calling.**