Ontario Lottery Corporation

ANNUAL REPORT 1975-1976



August 25, 1976

The Hon. Robert Welch, Q.C. Minister of Culture and Recreation 6th Floor, 77 Bloor Street West Toronto, Ontario

Dear Mr. Welch,
Pursuant to the provisions of the
Ontario Lottery Corporation Act, I
have the pleasure of presenting to
you the first annual report of the
Ontario Lottery Corporation, for the
year ending March 31, 1976.
Yours very truly,

H. McCulloch, Q.C. Chairman of the Board

Board of Directors



Harvey McCulloch, Q.C. Chairman



Gisele Richer Vice-Chairman



Harold Freeman, C.A.



Fern Guindon



Aranka E. Kovacs, Ph.D



Donald J. MacLean, C.L.U.



Edward Rigby, D.D.



E. Marshall Pollock, Q.C. Managing Director

Board of Directors

Chairman

Harvey McCulloch, Q.C., Hamilton (Feb. 17, 1975 to Feb. 16, 1979)

Vice-Chairman Gisele Richer, Rockland (Feb. 17, 1975 to Feb. 16, 1978)

Members:

Harold Freeman, C.A., Toronto (Feb. 17, 1975 to Feb. 16, 1977) Fern Guindon, Cornwall (Feb. 17, 1975 to Feb. 16, 1978) Dr. Aranka E. Kovacs, Windsor (Feb. 17, 1975 to Feb. 16, 1977) Donald J. MacLean, CLU, Toronto (Feb. 17, 1976 to Feb. 16, 1979) E. Marshall Pollock, Q.C., Toronto Managing Director Dr. Edward Rigby, Burlington (Feb. 17, 1975 to Feb. 16, 1978) Rev. Walter F. Maclean, Waterloo (Feb. 17, 1975 to Feb. 17, 1976) (not shown) Patrick Mahon, Sault Ste. Marie (Feb. 17, 1975 to May 11, 1976) (not shown)

Senior Staff Members

Managing Director
E. Marshall Pollock, Q.C.
Assistant General Manager, Operations
D. A. Murray Wilson
Manager, Finance
Adam J. Hawkins, R.I.A.
Supervisor, Prize Office
Marjorie I. Chapman
Manager, Marketing & Sales
J. Michael Holroyde
Manager, Draws & Community Relations
Barbara E. Jesson

Chairman's Report

The establishment of the Ontario Lottery Corporation in February, 1975 followed three years of research during which many lotteries were studied. We believe that by incorporating some of the best elements from other lotteries as well as implementing some innovative ideas of our own, we have been able to develop a distinct Ontario flavour for Wintario.

Wintario tickets first went on sale on April 17th and the first draw was held on May 15th, 1975.

As an independent crown agency, the Ontario Lottery Corporation manages Ontario's first provincial lottery. The major objective of the Corporation is to conduct an effective and efficient lottery, the proceeds of which would be employed for the benefit of the people of Ontario. Profits are paid into the Consolidated Revenue Fund.

Through the Ministry of Culture and Recreation, all profits from Wintario are distributed in the form of grants to support physical fitness, sports, culture and recreation in Ontario.

Looking back over the Corporation's first year of operations, we do so with considerable pride. Our initial objectives were achieved and our sales and profits substantially exceeded our estimates. The people of Ontario strongly supported the lottery.

A Gallup Poll confirmed that more than 82% of Ontario residents approved of the Government's decision to establish our own lottery. The latest poll reveals that 82% of Ontario households are purchasers of Wintario tickets.

People from all walks of life will continue to benefit, in the years to come, from lottery profits. Whether as prize winners, charitable organizations raising funds by selling Wintario tickets, or communities which have received Wintario grants from the Ministry of Culture and Recreation, the slogan associated with Wintario still holds true: "With Wintario we all win".

Harry Weldfall

Harvey McCulloch Q.C. August 25, 1976

Managing Director's Report

The Ontario Lottery Corporation's first full year of operations which ended March 31, 1976 saw its growth far exceed all initial projections.

By fiscal year end, the level of sales for each draw had reached 6.21 million tickets, almost three times that of the first draw — 2.16 million tickets. Close to \$100 million in ticket sales were generated — more than double our original, and now apparently modest, estimates.

The Consolidated Revenue Fund of Ontario received \$42 million in Ontario Lottery Corporation profits. The Ministry of Culture and Recreation, by fiscal year end, had committed \$26 million of that to assist over a thousand cultural, sports, recreational and fitness projects.

Through the year, the Ontario Lottery Corporation responded to public suggestions for improvements to the Wintario lottery and a variety of innovations were introduced. The game has evolved from one ticket number with a single \$100,000 grand prize to one featuring five winning numbers and five \$100,000 prizes. Regular live telecasting of draws also began last October.

While we communicate to the public through our advertising and our more than 18,000 retailers, we have also developed a corporate publication called the "Wintario News". It has a circulation of 750,000 and reports changes and developments in Wintario.

New developments for 1976-77 will include an expansion of the existing network of 37 distribution territories to 46 to ensure maximum market penetration. Distributors for the nine new areas will be selected from the more than 2,000 applications the Corporation has on its constantly updated file.

Wintario will continue in the same successful format: \$1 per ticket with a draw every two weeks. However, a new exciting member to the Lottery Corporation family has been announced. In response to public demand, a new, bi-monthly, million dollar lottery called "The Provincial" will be introduced in the fall.

The \$5 "Provincial" tickets will go on sale Labour Day and the first draw will be on Halloween, October 31st, 1976. Subsequent draws will be held every two months, usually in conjunction with a special occasion such as New Year's Eve and Valentine's Day. All profits will be directed towards medical research and health related environmental programs in Ontario.

Our first year has been a good one and I want to formally thank all of the 48 staff members of the Corporation for their outstanding efforts and, on their behalf, convey our appreciation to the public for its enthusiastic support of Wintario.

Guardan

E. Marshall Pollock, Q.C. August 25, 1976

Have Lottery...Will Travel

Canadian TV personality, Fred Davis, has travelled more than 3500 miles since he has been television host of Wintario draws.

"In fact," says Fred, "I'm learning more about my own province with every new place the Wintario show visits."

Since Wintario began in May, 1975, more than 34 Ontario towns and cities have played host to the draws.

"Each draw is held in conjunction with a local cultural or recreational

event. We've visited an arts festival in Sault Ste. Marie, Oktoberfest in Kitchener, the Timmins Winter Carnival and Séance de Mime à l'Université Carleton. We have also shared the stage with the London Symphony Youth Orchestra and participated in an Open House at the Royal Ontario Museum in Toronto," commented Fred.

The travelling show, which has covered 6500 miles, allows all Ontario residents the opportunity to join in or observe the lottery. Barbara

Thames Art Centre

27. Niagara Falls May 13

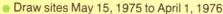
28. Toronto May 27 Ontario Place Forum

29. Brampton June 10 Brampton Flower Festival

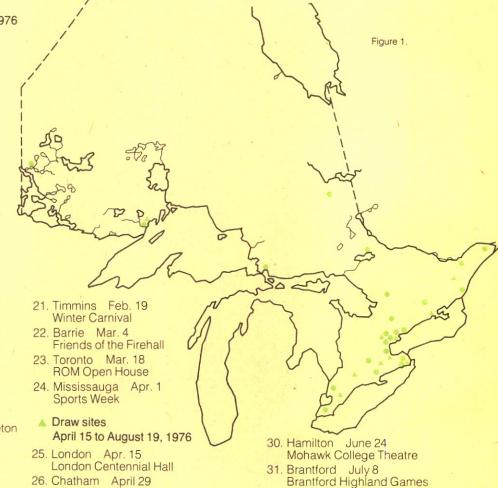
Niagara Blossom Festival

Jesson, Manager of Draws and Community Relations, welcomes applications from communities wishing to host Wintario draws, but cautions that with so much interest and only 26 draws per year there are bound to be some disappointments.

Whether they're part of the live television audience enjoying the local fun, or just watching at home, everyone agrees that Wintario is truly "Ontario's own lottery".



- Toronto May 15
 Ontario Science Centre
- 2. Plantagenet May 29 Le Festival Populaire des Arts
- Wallaceburg June 12 Wallaceburg Centennial
- 4. Bracebridge June 26 Centennial
- Oakville July 10 The Downtown Mall
- St. Catharines July 24 Kiwanis Horse Show
- 7. Kakabeka Falls Aug. 7 Peewee Fastball Tournament
- 8. Kenora Aug. 21 Country Festival
- 9. Beamsville Sept. 4 Lincoln County Fall Fair
- 10. Woodstock Sept. 18 Royal Canadian Legion
- 11. Sault Ste. Marie Oct. 2 Arts Festival
- 12. Kitchener Oct. 16 Oktoberfest
- 13. Peterborough Oct. 30 Junior 'A' Hockey Game
- 14. Scarborough Nov. 13 Scarborough Civic Centre
- 15. Ottawa Nov. 27 Séance de Mime à l'Université Carleton
- 16. Windsor Dec. 11 St. Clair Community College International Coffee House
- 17. Etobicoke Dec. 25 125th Anniversary
- 18. Brockville Jan. 8 Opening of Civic Centre
- 19. Stratford Jan. 22 Festival Theatre
- 20. North Bay Feb. 5 Preview 76



32. Smiths Falls July 22

34. Thunder Bay Aug. 19 Da Vinci Centre

2nd Annual Ontario Fastball

Old Home Week

33. Brighton Aug. 5

Tournament

Wintario TV Show Rated Tops

What do the Wintario TV show and "All in the Family" have in common? The answer: top ratings.

Translated into viewer numbers that means that more than 1.3 million Ontario residents tune in every other Thursday at 9:00 p.m. to join in the fun of a live Wintario draw.

The half-hour program, broadcast live from a different Wintario draw location each time, features Fred Davis and Faye Dance.

In Southern Ontario draws may be seen on the Global TV Network, and in Northern Ontario on CJIC Sault Ste. Marie, CKNC Sudbury, CFCL Timmins, CHNB North Bay and CHFD Thunder Bay. CFVO Ottawa/Hull recaps draw results in French and a special three station radio network provides results to Kengra, Dryden and Fort Frances in Ontario's North-west.

Standing in front of the Ryo-Catteau machines used in the Wintario draw are two Davis's who are very important to the lottery — host, Fred Davis and Premier William Davis who welcomed Wintario to Brampton.



Identifying prize winners

Marge Chapman can honestly say she gives thousands of dollars away every day.

Along with her staff of 12, Mrs. Chapman, supervisor of the Wintario Prize Office, is responsible for authenticating winning tickets, checking winners' identification and, of course, handing over the prize cheques.

"Some prize winners have asked why the Lottery Regulations give the Corporation the right to publish their name, address or photograph," says Mrs. Chapman.

"The Corporation feels that it is essential to the integrity of the lottery that all of the players as well as the public know that there actually are winners in every draw," Mrs.
Chapman said. "In this way," she adds, "every aspect of the lottery operation from ticket sale right through to the selection of the winning numbers and the payment of prize money is completely open to public scrutiny."

Says Mrs. Chapman, "No prize winner has had any problems resulting from the publicity. And interestingly enough, experience in other lotteries shows that where identification of winners is required, it acts as a natural deterrent to would be counterfeiters."

Rudolph Honig, a Whitby resident; was a lucky \$10,000 Wintario prize winner.



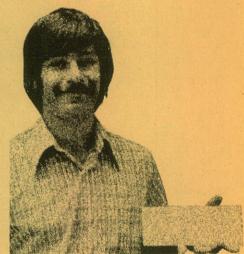
Donna and Wayne Job, shown above with 4-year-old Bradley, used their \$10,000 Wintario prize to renovate their home in Hamilton.



Mrs. Edna Melo, centre, holds a \$10,000 Wintario cheque while son Carlos, left, and husband Adriano congratulate her. The Scarborough family used the money to pay off their second mortgage.



Robert Turgeon and Christine Barnes, both of North Bay, shared the \$100,000 prize in the October 16, 1975 Wintario draw.



Paul Wochesen, a St. Catharines resident, wasn't positive what he would do with his \$10,000 Wintario prize — but he was sure he would find a useful way to spend it.

Prize Office Rep	THE RESERVE		Prize N	loney
Draw Date	No. of Series Issued	No. of Prizes Available	Value Deposited	Percen Paid Ou
May 15, 1975	24	2,160	\$ 716,400	95.819
May 29, 1975	42	3,780	1,276,200	89.129
June 12, 1975	48	4,320	1,432,800	66.169
June 26, 1975	42	3,780	1,276,200	77.909
July 10, 1975	36	3,240	1,119,600	80.169
July 24, 1975	36	3,240	1,119,600	82.779
August 7, 1975	36	3,240	1,119,600	71.959
August 21, 1975	36	3,240	1,119,600	81.659
September 4, 1975	36	3,240	1,119,600	70.599
September 18, 1975	36	3,240	1,119,600	78.949
October 2, 1975	42	15,120	1,342,000	91.279
October 16, 1975	44	15,840	1,397,000	94.079
October 30, 1975	48	17,280	1,507,000	91.419
November 13, 1975	48	17,280	1,507,000	94.559
November 27, 1975	50	18,000	1,562,000	94.319
December 11, 1975	52	18,720	1,617,000	93.219
December 26, 1975	60	21,600	1,937,000	94.949
January 8, 1976	54	19,440	1,772,000	93.759
January 22, 1976	60	21,600	1,937,000	88.639
February 5, 1976	60	21,600	1,937,000	95.739
February 19, 1976	60	21,600	1,937,000	96.949
March 4, 1976	62	22,320	1,992,000	97.049
March 18, 1976	64	23,040	2,047,000	96.189
April 1, 1976	69	24,840	2,184,500	94.489

6 million tickets sold every 2 weeks

Making sure that over six million Wintario tickets reach Ontario consumers every two weeks is no mean feat.

Proving it's entirely possible is the Ontario Lottery Corporation's smoothly operating system consisting of 37 distributors. The responsibility of each distributor is the development of between 400 and 500 retail outlets and running an efficient sales and office staff.

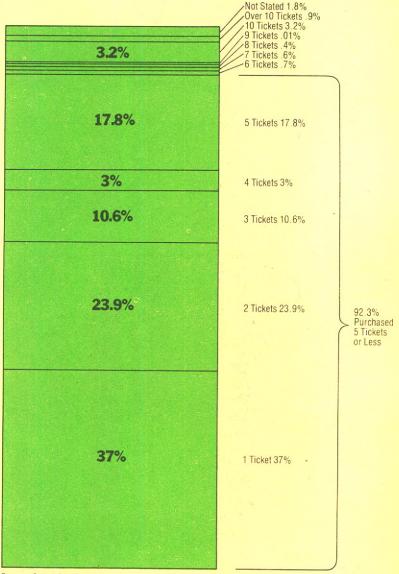
Says Ontario Lottery Corporation Sales Manager, Mike Holroyde, "One of the major factors contributing to the success of Wintario has been the enthusiastic retailer support."

To prove the point, when Wintario first began, there were 6,810 retailers on board. Now one year later there are more than 18,000 in locations such as trust companies, cigar stores, newsstands, variety stores, gas stations, dry cleaners, milk stores,

grocery stores, restaurants — almost everywhere. In addition, charitable organizations across the province raise funds for their worthwhile causes by acting as regular Wintario retailers.

How many tickets do individuals purchase?

A Gallup Poll conducted in February, 1976 indicates that most players (37%) currently buy only one ticket each draw, and a further 24% buy two. As can be seen from Figure 2, 92.3% of all purchases are of 5 tickets or less.



Source: Gallup Poll Feb. 1976

List of Distributors

Name	Date of Appointment	Location	Name	Date of Appointment	Location
Name Sport Ontario* Bruce Campbell* Albert Ballingall*1 Walter Sarachman* Jerry Goldberg* John Bradley*1 Ernie Priess* Brian Gibb* Norm Ballingall* Ray Bowes* Fred Ginn* John Howe* Phil Barrs* Alexandra Furlani* Herbert Chipps*		Location 1 Metro Toronto 3 Metro Toronto 4 Metro Toronto 6 Metro Toronto 8 Metro Toronto 9 Metro Toronto 10 Mississauga 12 Windsor 13 London 15 Barrie 17 Waterloo 19 Niagara Falls 20 Hamilton 22 Metro Toronto 24 Belleville	Name Al Wiggan Gary Adams ⁴ Richard Bowes John Troy Bill Gadd George Van Walleghem Bob Simpson Robert Nott Jerry Appleby Mike Preston Barney Colvey Nick Siozou Danny Linehan Arthur Turner John Grineau		Location 16 Metro Toronto 32 Windsor 33 Harriston 35 Dundas 36 Oshawa 38 Kenora 31 North Bay 29 Sudbury 2 Metro Toronto 4 Metro Toronto 11 Metro Toronto 18 Metro Toronto 9 Metro Toronto 34 Paris 32 Leamington
Woody Howard* Fern Messier* Bernard Roy* Camille de la Plante* Jean Paul Lebel* ² Michele Wyleki* Marie Leon* ¹ Wilbert Ardell* ¹ Gordon Dean* Ray Vandette* ¹ John Tait* Leo Croteau* Don Macpherson* ³ Jules Diamond Paul Welsh	April, 1975	23 Peterborough 26 Ottawa 27 Cornwall 28 Timmins 29 Sudbury 30 Thunder Bay 2 Metro Toronto 11 Metro Toronto 14 London 18 Metro Toronto 21 Oakville 25 Ottawa 34 Paris 5 Metro Toronto 7 Metro Toronto	* Originally appointed b 1. These distributors res replaced by Messrs. Pre Colvey (11) and Siozou (11) and Siozou (12). When this distributor reterritory was divided and Simpson (31) appointed (3). The services of this di in April of 1976 and he will appoin the distributor resign replaced by Mr. Grineau	y Olympic Lottery igned in April of 19 ston (4), Linehan (9 (18). resigned in May of d Messrs. Nott (29) l. stributor were term vas replaced by Mi red in May of 1976	976 and were 9), Appleby (2), 1975, the and ninated r. Turner (34).



George Stewart, shown above in his Union Station kiosk, is one of 18,000 Wintario ticket retailers in Ontario.

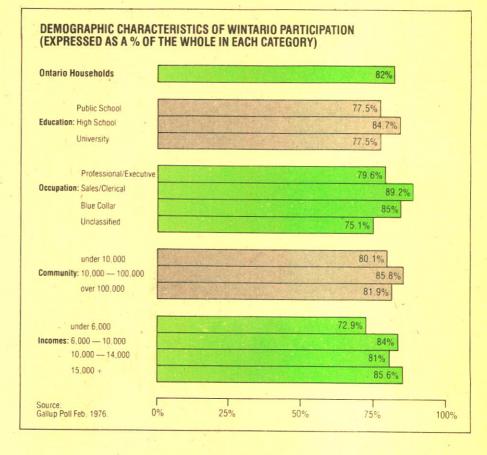


Olga Kazillo, a Toronto retailer, was able to take advantage of the warm summer weather while selling tickets at the corner of Bay and Bloor.

Who Participates?

According to the same Gallup Poll (February 1976,) 82% of all Ontario households participate in the Wintario game. The broad cross-sectional appeal of Wintario is evidenced in the graph (Figure 3) which shows that participation cuts across every socio-economic group in the province.

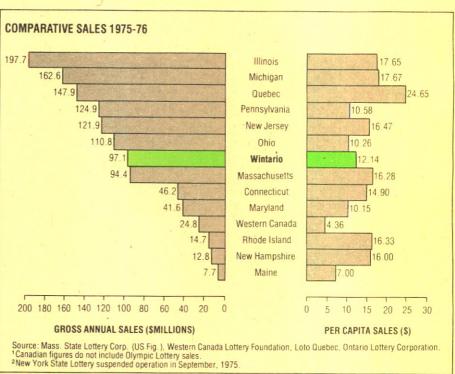
Figure 3



How do Wintario sales compare with other North American Lotteries?

First year Wintario sales (only 24 draws) compare very favourably with other North American lotteries. The New Hampshire lottery was established in 1964; Quebec, 1970; New Jersey, 1971; Michigan, 1972, Pennsylvania, 1972; Massachusetts, 1972; Connecticut, 1972; Maryland, 1973; Illinois, 1974; Ohio, 1974; Western Canada, 1974; Rhode Island, 1974; Maine, 1974; and Ontario, 1975.

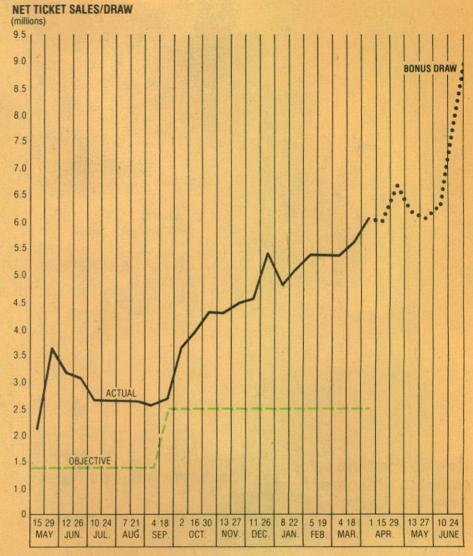
Figure 4.



Wintario sales in our first year

Sales showed a steady and impressive growth far above our objectives for our first year (ending March 31). The upward trend continues into our second year.

Figure 5.

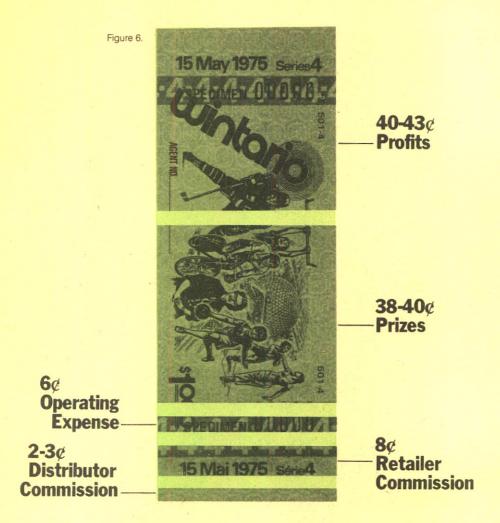


Objective ---'75-76 Actual -

76 Actual • • •

Source: Ontario Lottery Corporation

Where a Wintario dollar goes



Every Wintario dollar can be divided into five segments: retailers commissions, distributors commissions, operating expenses, prizes and profits.

Retailers Commissions

Retailers of Wintario lottery tickets — including trust companies, cigar stores, newsstands, local variety stores, individual retailers and hundreds of charitable and non-profit organizations — receive a commission of 8¢ for every ticket they sell

In addition, charitable organizations may earn an extra commission as "special vendors" to aid their fund raising. This special status is restricted to two consecutive draws (plus future options) to ensure maximum participation by as many groups as possible. Most charitable and non-profit organizations who do participate find it more profitable to do so as regular Wintario retailers.

Distributors Commissions

When Wintario began, distributors were allowed a gross commission of 7¢ per ticket sold since, as with any new enterprise, there were significant start-up and organizational expenses in addition to the regular costs of operation such as rent, office equipment, sales and administrative salaries, insurance, bonding and interest charges. This commission included a ½¢ allowance to be used for local advertising and promotion.

In July, 1975 as ticket sales increased and distributor expenses levelled out, gross commissions were reduced to a sliding scale



On August 19th, 1975 a cheque for \$6 million, representing Wintario's net profits for its first 3 months of operation, was presented to the Hon. Robert Welch, Q.C., Minister of Culture and Recreation by Mr. Harvey McCulloch, Q.C., Chairman of the Ontario Lottery Corporation.

averaging 4 cents per ticket. With the continued increase in sales, further changes were introduced in May, 1976 reducing gross commissions to 2½¢ per ticket on the first 100,000 tickets sold and 2¢ per ticket thereafter.

Operational Expenses

A total of 6¢ from every dollar pays for the costs of operating the lottery. Advertising and promotion accounts for about 2.3¢ of this, ticket printing, packaging and manufacturing for about 1.6¢, and administration, including staff salaries, benefits, transportation, fixed assets, supplies, equipment, services and accommodation, for approximately 2.1¢, for a total of 6¢.

Prizes

Between 38 and 40 cents of your dollar goes towards prizes in Wintario draws.

In draws held during our first full year of operation, \$36.1 million in prize money was available to 311,760 possible winners.

Profits

By the fiscal year end (March 31, 1976), 42 million dollars had been deposited into the Consolidated Revenue Fund of Ontario. That's an average of between 40 to 43 cents of every dollar. Distribution of the proceeds takes the form of grants by the Ministry of Culture and Recreation, to organizations involved in the arts, sports and fitness, multicultural activities, heritage conservation fields and to public libraries.

Ontario Lottery Corporation

Incorporated without share capital under The Ontario Lottery Corporation Act, 1974

Balance Sheet

as at March 31, 1976

Assets

Liabilities

1976 \$	1975
5,372,514	381,899
6,384,100	
104,315	670
13,080	5,505
93,188	232,321
<u> </u>	31,341
11 967 197	651,736
_	11,302
11 067 107	663,038
11,967,197	003,030
6,384,100	<u> </u>
1,289,085	(25,808)
	300,000
	\$ 5,372,514 6,384,100 104,315 13,080

See accompanying notes to financial statements.

Accounts payable and accrued

Deferred income (note 1a)

On behalf of the Board of Directors:

liabilities

Director

Director

464.271

Piale M. Licher

3,829,741 11,967,197 336,148

52,698

663,038

Statement of Operations

for the year ended March 31, 1976

		(note 2)
	1976	1975
	\$	\$
Lottery ticket sales	97,137,440	
Less Commissions: Distributors	4,639,026	. 1
Retailers	7,770,995	
	12,410,021	
Net ticket sales	84,727,419	
Prizes	36,094,700	
Operating Expenses		
Advertising	2,315,853	752
Ticket printing	1,606,748	
Administration	2,036,792	25,636
Bonuses to retailers (note 1d)	118,250	
	6,077,643	26,388
Total expenses	42,172,343	26,388
Operating income (loss)	42,555,076	(26,388)
Interest income	759,817	580
Net profit (loss) for the year	43,314,893	(25,808)
	STREET, CONTRACTOR OF THE	

See accompanying notes to financial statements.

Ontario Lottery Corporation

Statement of Net Profit

Due to the Treasurer of Ontario for the year ended March 31, 1976

	1976 \$	1975
Balance, beginning of year Add: Net profit (loss) for the year	(25,808) 43,314,893	(25,808)
	43,289,085	(25,808)
Deduct: Payments to the Treasurer of Ontario on account of net		
profit (note 1b)	42,000,000	
Balance, end of year	1,289,085	(25,808)

See accompanying notes to financial statements.



Office of Provincial Auditor.

To the Board of Directors of the Ontario Lottery Corporation and to the Minister of Culture and Recreation

I have examined the balance sheet of the Ontario Lottery Corporation as at March 31, 1976 and the statements of operations and net profit due to the Treasurer of Ontario for the year then ended. My examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as I considered necessary in the circumstances.

In my opinion these financial statements present fairly the financial position of the Corporation as at March 31, 1976 and the results of its

operations for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding period.

(note 2)

A report on the audit has been made to the Corporation and to the

Minister.

F. N. Scott, C.A., Provincial Auditor.

Toronto, Ontario, July 30, 1976.

Notes to Financial Statements

March 31, 1976

1. Accounting Policies

(a) Operations

All income and expenses related to the 24 bi-weekly lotteries held from May 15, 1975 to April 1, 1976 inclusive are included in the statement of operations. Net receipts from the sale of tickets for the lottery held on April 15, 1976 have been treated as deferred income.

(b) Net profits

Pursuant to section 9 of The Ontario Lottery Act, 1974, the net profits of the Corporation, after provision for prizes and the payment of expenses of operations, are paid into the Consolidated Revenue Fund of the Province of Ontario.

(c) Fixed assets

Fixed asset purchases are written off to operations at the time of acquisition.

(d) Bonuses to Retailers

Retailers who sell the winning tickets for prizes of \$10,000 or more are paid a bonus of 1 per cent.

2. Comparative Figures

Comparative figures for 1975 are for the period from inception on February 6, 1975 to March 31, 1975 and have been reclassified where necessary to conform to 1976 presentation.

3. Anti-inflation Legislation

Pursuant to the terms of an agreement between the Province of Ontario and the Government of Canada, the Corporation is subject to controls on compensation instituted by the Government of Canada in the Anti-Inflation Act, effective October 14, 1975.



The Ontario Lottery Corporation is a Crown Corporation established on February 7, 1975 by an Act of the Ontario Legislature to develop and manage lotteries within the Province.

Through the Ministry of Culture and Recreation, funds from the Lottery are used to promote physical fitness, sports and cultural activities, so that each and every one of us can get more out of life. That is why we say "With Wintario we all win".

The symbol of the Corporation is a stylized combination of the letter "O" for Ontario and the letter "L" for Lottery. Together they are descriptive of the Ontario Lottery Corporation and its efforts to enable Ontarians to participate in the fun and excitement of a provincial lottery, while at the same time, helping in the development of more recreational and cultural opportunities across the Province.