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To: Finance, Revenue and Bonding Committee
From: Michael Martone
Senior Regional Manager
Cumberland Farms, Inc
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(401) 578-5209 cell
Re: Please support HB 7054, An Act Concerning Keno
Date: April 10, 2015

Please support HB 7054, An Act Concerning Keno. This bill is important for my business because of the following reasons:

- Adding Keno will attract additional customers to my stores.
- Keno will also create an additional option for our lottery customers. Our lottery customers play a wide variety of games.
- Being able to utilize the quick printout of a Keno ticket from the terminal will be good for the convenience store customer. Our average customer is only in our stores for about a minute.
- Ultimately, adding Keno will create additional sales and commissions for both the retailer and the Connecticut Lottery.
- Lottery income for Cumberland Farms in Connecticut covers approximately 10,000 hours of labor for our stores each month. This number represents 250 full time positions for the residents of Connecticut.
- Our locations in Rhode Island and Massachusetts average approximately 4.5% of their total online ticket sales in Keno.

Thank you