

HB 282 Testimony – Marco A. Cuevas

Quartermaster, VFW Post 1079

Experience / Qualifications

- Intelligence Analyst from 2001-2015
- BSBA from Ashland University in Business Management & Entrepreneurship
- Currently run 3 small businesses and have served in the non-profit industry for almost a decade
- Qualified for VFW Membership from Afghanistan deployment 2009-2010
- VFW Life Member since 2015 / Legacy Member since 2018
- Jr. Vice Commander 16-17, Quartermaster since June 2018 (Largest post in the state, by membership)

OVFCC Talking Points

- In addition to our paper tickets, this legislation finally permits us to utilize the electronic instant bingo, essentially, bringing another part of our operations into this century.
- With a centralized control system, and limited access, financial integrity is maintained.
- With them only allowed in private clubs, there is more than a modicum of certainty these games are not available to the general public.
- At no extra expense to taxpayers, VSO's maintain and increase our ability to continue supporting our locations and other charities in our local communities.

VFW 1079 Community Impact

- Since 2011 our specific location has donated over half a million dollars to organizations and programs due to charitable gaming. Approximately \$300K can be attributed to our electronic gaming since inception and while we were operating them under the previous injunctions.
- Largest donations this year include; \$10K to VFW Ohio Charities Relief Fund, \$5K as City of Elyria Fireworks Presenting Sponsor, \$3K to Our own Honor Guard for vehicle support and volunteer meals who perform over 100 funerals for fallen veteran's every year, and earlier this week, we approved \$2400 for a new initiative within the Greater Lorain Young Marines.
- Countless other small donations and sponsorships to the boy scouts, the Elyria salvation army, Midview Schools AFJROTC, Elyria Boys and Girls Club as well as supporting our monthly newsletter of veteran related information to our over 1000 combined members of our post and auxiliary.

Effect on if not Passed

- This year alone, our electronic gaming accounts for over \$105K in cashflow through our organization.
- While I estimate approximately 15-20% of that could potentially be recouped through an increase in our paper ticket sales, our overall gaming would decrease substantially, hindering our ability to support not only our efforts in the community but our ability to support other organizations as well.
- The amount we are permitted to retain for sustaining our location, contributes approximately 50% of our annual salary cost of almost \$90K
- Challenges we face as a 501c(19) vice c(3) hinder our ability to take advantage of traditional non-profit funding avenues. (Grants, TechSoup, AmazonSmile, Facebook Donations)
- IF we lose our electronic gaming, we would be responsible for trying to find an additional \$35-\$50K to support our operations; inevitably, we would face going bankrupt and closing This would be an immediate loss of over \$400K in annual cashflow which contributes to payroll taxes, insurance premiums, utilities, licenses, seasonal services, and inventory and supply purchases.
- While the negative financial impact to the community would be immediate, it would take some time to recover, but ultimately it would – however, a location for veterans to turn to in their local community, and the beacon of honor and patriotism we represent, and history we carry, would be permanently lost.