



3506 Greenville Blvd NE, Greenville, NC 27834
(252) 329-7900 www.grovergaming.com

February 27, 2024

Senator Craig Hickman, Chair
Representative Laura Supica, Chair
Committee on Legal and Veterans Affairs
100 State House Station
Augusta, ME 04333

Testimony in support of LD 2213, “An Act to Support Veterans’ Organizations and Other Nonprofit Organizations and Federally Recognized Indian Tribes by Updating Electronic Gambling Laws”

Good afternoon, Chair Hickman, Chair Supica and members of the committee:

Thank you for your consideration of LD 2213, and for allowing me to speak today.

My name is Marc Downing, and I am Chief Counsel of Grover Gaming. We are a software development company headquartered in North Carolina.

Grover is the nation’s leader in electronic charitable gaming. Our products have netted our charitable partners over \$600 million nationwide. This is revenue to the charities, added revenue to them. Charities across New Hampshire, North Dakota, Kentucky, Ohio, and Virginia.

Like Sen. Stewart testified, we also believe modernizing charitable gaming would be a boon to Maine charities and the local communities they serve. As a developer of these systems, I can attest that the modernization that is the subject of this bill is just that – electronic pull tabs are merely electronic facsimiles of paper pull tabs. We are not seeking to impact Maine’s casinos and their operations in their communities, and in fact we do not believe there is much crossover between their clientele and those of the charity’s.

In every state that has modernized its charitable gaming to allow electronic pull tabs, charities have seen a tremendous increase in their fundraising. With this new revenue, charities have been able to reinvest in themselves by renovating and updating their posts and lodges, offer new services to their members and, most importantly, invest more in their charitable causes in their local communities. Additionally, participating charities have seen their membership increase and with younger demographics.

In many states, this new revenue has brought these clubs back from the brink. I encourage you to do the same and modernize fundraising for Maine charities by supporting LD 2213.

Thank you again for your time today. I am happy to answer any questions about our company or about electronic pull tabs.