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14 CHAIRPERSON JAMES:

15 David Schurga?

16 MR. SCHURGA: Yes. I would like to thank
17 the board for inviting me, and the Massachusetts State
18 Lottery.

19 Approximately nine years ago I purchased my
20 first convenience store, it was an up and running
21 store, it did a fairly good business. But it didn't
22 have Lottery and everybody told me I should add
23 Lottery, which I did. And over the next few years,
24 between the Lottery sales and the increase in business,

1 I was able to take a store that had run with four
2 employees to 16 employees.

3 Also, with the additional profit that I
4 made from the store I was able to purchase another
5 store. The other store I purchased was a mom and pop
6 store that sold wine and beer and they were only open
7 9:00 to 5:00 and they also didn't have Lottery and I
8 put Lottery in there. And that store became very
9 successful. Now we took a two man store and we turned
10 that one into a 25 employee store because we added
11 sandwiches and pizza and things of that nature.

12 From there I purchased a third store where
13 there had been a fire, they had gone out of business,
14 they had done a reasonably good business. I went back
15 in and remodeled, put the Lottery back in. We pumped
16 it up and we were able to make a profit from that
17 store.

18 The fourth store that I bought was a friend
19 of mine, his father was ill, and they asked me if I was
20 interested in buying the store. I went down and I
21 purchased the store, I remodeled, I increased the size
22 of the Lottery and that worked.

23 Now, within nine years, I have just
24 purchased my fifth store and that store is also up and

1 running very well. And most of it due to the Lottery
2 sales and the profits the store can make from the
3 Lottery. Now, every one of these stores that I've
4 purchased I have increased the number of personnel by a
5 minimum of four times. With the additional Lottery
6 sales that we have, I am able to pay my part time
7 employees more than other places pay them. I have part
8 time people that have been with me for nine years and
9 as I open other stores, if it's located close to one of
10 their houses, they move to another store or they become
11 a manager.

12 If I did not have the Lottery in these five
13 stores, three of them right now, would go out of
14 business, without a doubt, they would not make it. The
15 Lottery is one of the things that are keeping the
16 stores alive. I've never run into any problems, we
17 have had problems with some people we think gamble too
18 much, we instruct them that if they need help they
19 should seek help. But for the most part, over the
20 years I see the same people every day. And what I see
21 is that they have a few extra bucks to spend, it's not
22 hurting them, and if they choose to spend it on a few
23 Lottery tickets, that's their business.

1 CHAIRPERSON JAMES: Thank you very much,
2 Mr. Schurga.