

February 4, 2025

Senate Judiciary Committee  
State Capitol  
Bismarck, ND 58505



SB 2384—Do Not Pass

Dear Chairwoman Larson and members of the Committee,

My name is Brook Lyter, and I am the President of FPN Gaming. I have been a licensed North Dakota distributor since 2009, with sixteen (16) full-time employees and warehouses in Bismarck, Fargo, and Devils Lake.

I strongly OPPOSE and urge you to vote DO NOT PASS on Senate Bill 2384.

I am opposed to the key aspect of this bill, which proposes changing the distribution model in North Dakota to allow manufacturers to market directly to organizations. This bill would effectively threaten the livelihood of North Dakota-based distributors and their employees and open up a big can of worms for the apparent benefit of a single outside interest.

All of our manufacturing partners and customers support the existing distribution model, so this bill is quite a surprise.

Here are a few points for consideration:

First, it would be blatantly unfair to pull the rug on distributors after having made significant investments and literally performed the heavy lifting in the field to get where the industry is today.

Second, a key feature of the existing distribution model ensures that charities have abundant options and convenient access to all products while only needing one (1) phone number to call for service, a considerable benefit many charities enjoy. Easy access leads to diversification of the products themselves, and due to this structure, all manufacturers, regardless of size, are on a level playing ground in North Dakota.

Third, eliminating distributors would not necessarily reduce pricing on electronic pull tabs in North Dakota. On the contrary, it could increase prices for other products such as pull tabs, bingo supplies, tables and equipment, etc. I also fear that, given the opportunity, a large manufacturer could aggressively attempt to gain more control and

monopolize the market, leading to job losses and fewer choices for licensed organizations.

In conclusion, please vote DO NOT PASS on SB 2384. Doing so will protect North Dakota jobs, maintain efficient and cost-effective distribution for charities, and uphold the integrity of our local charitable gaming industry.

Thank you for your time and consideration.

Sincerely,

Brook Lyter  
FPN Gaming/President