

## Understanding the Difference Between Daily Business Records and State Gross Gambling Receipts

### Gambling Reports

When using Tab Wizard software, it's important to understand the two separate reporting systems involved in managing your pull tab operation:

#### 1. Daily Business Records (Sales & Deposits)

This is your internal bookkeeping — a record of all cash flow entering the business. These records include:

- Daily ticket sales (players purchasing pull tabs)
- Cash deposits into your till or bank
- Multiple games in play at the same time (ongoing sales)

These records reflect your actual day-to-day income activity, helping you monitor your cash position, set pull targets, and plan future inventory. Even when a game is still being played, its ticket sales are part of your daily income.

***Example:***

***On March 10, you sell \$300 worth of pull tabs. That \$300 is recorded in your daily deposit log, even though the game isn't finished yet.***

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#### 2. State Gambling Commission Reports (Gross Profit Receipts)

These are your regulated compliance reports, and they follow a different rule:

- The State Gambling Commission only requires profit reports for games that are pulled (i.e., removed from play).
- Reports do not include daily sales or games still in progress.
- Profit is reported once, in the month the game is pulled.

***Gross Profit = Total Ticket Sales - Total Payouts - Game Cost***

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Only after a game has ended can the final profit be calculated and reported.

***Example:***

***A game begins on March 3 and ends April 7. Even though you sold tickets throughout March, you do not report any profit in March. The total profit from that game is reported in April, the month it was pulled.***

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### Understanding Pull Targets

To help manage profitability, PullPoint allows businesses to set a Pull Target — the sales point at which a game is typically removed from play. A common rule of thumb is:

$$\text{Pull Target} = (\text{Game Cost Rounded Up to Nearest \$5}) \times 4$$


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This ensures that by the time the game is pulled, it has recouped its cost and generated a desirable profit.

### Key Takeaways

#### Business Records

- Tracks all sales and deposits daily
- Includes games still in play
- Used for cash flow management
- Updates every day
- Shows money coming in and out

#### State Gambling Commission Reports

- Reports only completed games
- Excludes games still in play
- Used for regulatory compliance
- Updates only when a game is pulled
- Shows final net profit from each game

### Final Notes

It's easy to confuse these two sets of data — but they serve very different purposes. PullPoint separates them clearly so you can run your business efficiently and stay compliant with state regulations.

### Where to Find the Reports in Tab Wizard

- Business Record Reports

*> Report > Profit Report > Daily Cash Receipts:  
Displays the total income received for all games on a daily basis for the time period of the report generated.*

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- Gambling Commission Reports

*> Report > Gambling Commission > Profit/Loss:  
Displays the total reported gross profit of all games pulled during the selected month the report is generated.*

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### Visual Example: Business vs. Gambling Commission Reporting

The chart below illustrates how daily sales, payouts, and deposits may occur during the course of a game, while gross profit is only recognized when a game is pulled. Note how deposits are tracked daily for business records, but the Gambling Commission report only shows profit in the month a game is pulled.

Date	MARCH										APRIL										MAY	
	1...	10	...27	28	29	30	1	...5	6	7	8	9	...	31	1	...	30					
Game 1 Sales		\$350.00	\$560.00	\$455.00	\$311.00	\$120.00	\$95.00	\$135.00	\$230.00	\$240.00												
Game 1 Payouts		-\$260.00	-\$400.00	-\$550.00	-\$205.00	\$0.00	-\$300.00	-\$250.00	\$0.00	-\$120.00												
Game 1 Deposit		\$90.00	\$160.00	-\$95.00	\$106.00	\$120.00	-\$205.00	-\$115.00	\$230.00	\$120.00												
Game 2 Sales				\$125.00	\$25.00	\$560.00	\$345.00	\$222.00	\$256.00	\$451.00	\$344.00	\$323.00										
Game 2 Payouts				-\$300.00	-\$50.00	-\$250.00	-\$125.00	-\$136.00	-\$210.00	-\$600.00	-\$420.00	-\$250.00										
Game 2 Deposit				-\$175.00	-\$25.00	\$310.00	\$220.00	\$86.00	\$46.00	-\$149.00	-\$76.00	\$73.00										
Game 3 Sales							\$160.00	\$244.00	\$322.00	\$150.00	\$455.00	\$125.00	140.00	125.00								
Game 3 Payouts							\$0.00	-\$20.00	-\$560.00	-\$255.00	-\$125.00	-\$160.00	0.00	-220.00								
Game 3 Deposit							\$160.00	\$224.00	-\$238.00	-\$105.00	\$330.00	-\$35.00	\$140.00	-\$95.00								
Business Reporting	\$0.00	\$90.00	\$160.00	-\$270.00	\$81.00	\$430.00	\$175.00	\$195.00	\$38.00	-\$134.00	\$254.00	\$38.00	\$140.00	-\$95.00	\$0.00							
Total Deposits						-\$491.00							\$706.00									
Games Pulled						0	Games Pulled															
Gross Profit Game 1 (still in play)						\$0.00	Gross Profit Game 1 (game pulled)															
Gross Profit Game 2 (still in play)						\$0.00	Gross Profit Game 2 (game pulled)															
Gross Profit Game 3 (still in play)						\$0.00	Gross Profit Game 3 (still in play)															
Reported to Gambling Commission (March)						\$0.00	Reported to Gambling Commission (April)															
Games Pulled																						
Commission Reporting on																						
Gross Profit																						
Total																						