

# The lottery: Corner store moneymaker

## Impact on schools impossible to trace

By JONATHAN NEWMAN

**M**ORE THAN 40 STORES in the Tenderloin and on Market Street sell lottery tickets — everything from the multimillion-dollar games Powerball, Super Lotto and Mega Millions to an endlessly evolving selection of assorted staples such as Daily Derby, Scratchers and Hot Spot.

Lottery ticket sales are as vital to corner store economics as cigarettes and liquor. Day-in-day-out mania for lottery prizes drives customers into the stores and generates a steady source of income with a minimum of fuss. The state handles the marketing, spending large in nearly every arm of the media — TV spots, radio jingles, transit placards — advertising lottery games. And when major jackpots rise, the fever of ticket buyers churns free publicity on the nightly news.

For store owners, each lottery ticket sold generates a 6% commission and their payoff of winning tickets up to \$600 generates a 3% commission. For a winning ticket more than \$600, the lucky retailer who sold it gets paid by Sacramento directly into the store's account when the winning ticket is redeemed.

**"I remember ... an \$84 million jackpot ... Now, a \$200 million jackpot seems like nothing."**

Bill Multani  
DALDAS MARKET

redeemed.

At Lucky One Mini Mart, 1010 Market St., entering customers are greeted with a bright yellow and red sign proclaiming, "Believe In Something Bigger," a promotion for Super Lotto. The store stocks sodas and tobacco and a small deli counter sits along one wall, but the real action is on lottery tickets and games.

In one corner, a TV screen flashes winning numbers on today's Hot Spot payoffs. Six Super Lotto and Powerball buyers sit at Formica-topped tables, hunched over their tickets, trading thoughts on winning combinations. Last year, Lucky One sold more than a \$1 million in lottery tickets, but for owner Charles Ahn the real money comes from selling a big ticket winner.

His eyes soften when he describes the luck of the New Jersey store owner who sold a \$700 million Powerball winner last year. "That's \$3.5 million for the store. At least \$1.8 million in cash after taxes," Ahn said. "Look," he said, pointing to a screen readout showing the current Mega Millions jackpot at \$40 million. "I'd like to sell that winner — \$200,000 for me."

If a store sells a winning ticket of \$1 million or more, the commission is 1/2 of 1% of the winnings. A \$10 million lottery winner earns \$50,000 for the store. And there's no overhead, since the state supplies the tickets and the terminals to the retailer without charge.

Bill Multani has owned Daldas Market at Eddy and Taylor streets for six years. Before that he worked at a slew of markets in the Bay Area. "I remember when there was an \$84 million jackpot. The computers got overloaded. You couldn't buy a ticket in the last hour. We almost had a riot from the customers. Now, a \$200 million jackpot seems like nothing. The computers are better now. They don't break down," he said. He ran a tally from his lottery ticket terminal. It showed he had earned about \$200 by 3 p.m. that day, near

➤ CONTINUED ON PAGE 2

NO. 139

PUBLISHED  
BY THE  
SAN FRANCISCO  
STUDY CENTER

NOVEMBER  
2013

FORUM  
GOES ON  
SANS HOPE

TL Collaborative  
gets new leaders

PAGE 2

CITY'S  
LIFELINES  
TOO LATE

Options require  
months of study

PAGE 3



HOMELESS  
FOR A GOOD  
CAUSE

Tenderloin writer  
on street retreat

PAGE 8

# CENTRAL CITY

# EXTRA!

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'HEART-WRENCHING'



PHOTO SFGOVTV

Cindy Gyori, executive director of Hyde Street Community Services, tells the supervisors at the hearing that the nonprofit's rent is being doubled: "We'll be as homeless as the people we serve."

# GENTRIIFIED

## Tech land grab has nonprofits crying for help

By MARK HEDIN

**A** COMMUNITY IN CRISIS brought its tales of woe to City Hall last month at a special hearing of the supervisors' Budget and Finance Committee. Dozens of nonprofit executive directors lined up to describe how difficult, if not impossible, the tech boom's pressure on commercial real estate is making it for them to do their work.

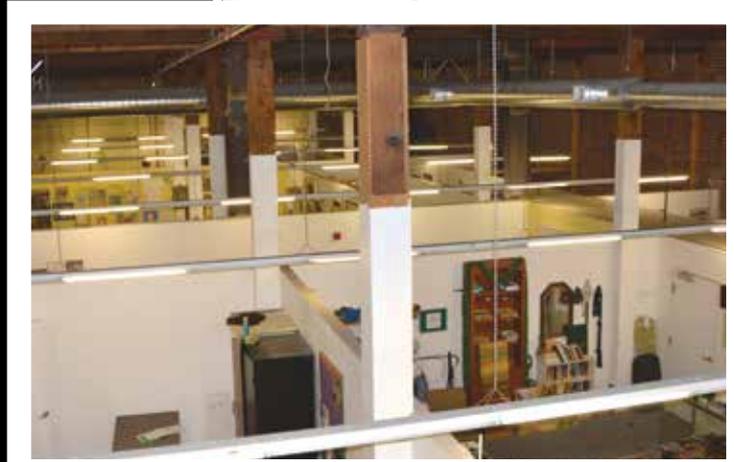


PHOTO BY MARK DONEZA

Rent is doubling at Hyde Street Community Services: A view of the first-floor offices on Golden Gate Avenue.

"We serve the Tenderloin community," said Cindy Gyori, Hyde Street Community Services executive director, whose organization, at 134 Golden Gate for 10 years, "is at risk of ceasing to exist." Its lease is up next September and the landlord says he will double its rent. "He has a tenant all lined up that's gonna take over. I can't compete with that," she said. Next September, "we'll be as homeless as the people we serve."

Dr. Dawn Harbatkin is the executive director of Lyon-Martin Health Services, for 22 years at 1748 Market St., where, despite some recent financial setbacks, she said, they've maintained "a very good relationship with our landlord, who informed us a few months ago that he was putting our building on the market. ... It went into escrow yesterday."

Lyon-Martin, a community health clinic started in 1979 by the venerable pioneering couple, Phyllis Lyon and Del Martin, is on a month-to-month lease and could "lose our space within the next month or two." Harbatkin said she expects the rent to triple or quadruple, and that the clinic will be forced to move. The clients are mostly uninsured and impoverished, she said.

A health clinic faces unique challenges, Harbatkin said, such as zoning restrictions on where one can operate, and stringent rules on equipment that will cost up to \$1.5 million to install in any new space it might find. Once everything's in place, she said, getting licensed will take another three months to a year.

For almost two hours, representatives of dozens of nonprofits lined up to tell the committee members — Supervisors Jane Kim, Eric Mar and Mark Farrell — of predatory real estate practices they are being subjected to by building owners terminating leases and exponentially raising rents.

More organizations would have joined

➤ CONTINUED ON PAGE 4