



Industry loses two - Page 11

GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry
Endorsed by the Georgia Amusement and Music Operators Association
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New CEO applauds industry rapport

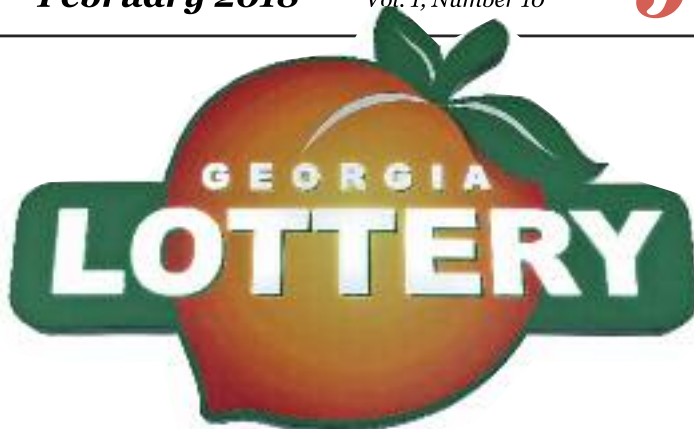
By Paul Tash

Georgia Amusement Journal

Following the 2013 passage of House Bill 487, which regulated Georgia's Coin-Operated Amusement Machine (COAM) industry, the Georgia Lottery Corp. has worked closely with industry representatives to develop fair rules while providing a framework for the industry to grow, so money for education can flow.

Former GLC President and CEO Debbie Alford was hailed recently for leading that successful COAM transition period after she announced her retirement in December. Gov. Nathan Deal quickly nominated Gretchen Corbin to replace Alford. Corbin was commissioner of the technical college system and served previously as commissioner of the Georgia Department of Community Affairs and as a deputy commissioner with the state Department of Economic Development.

Corbin assumed her new post Jan. 1 and recently took time from her busy schedule to answer a few questions about what she can bring to the Lottery and how she sees the COAM industry developing in



GRETCHEN CORBIN

the future.

GAJ: How has your experiences in Georgia government prepared you to lead the Georgia Lottery Corp.?

See CORBIN Page 8

Hemal Patel appointed to COAM board

By Paul Tash

Georgia Amusement Journal

Hemal Patel recently was named to the COAM Advisory Board, which advises the Georgia Lottery Corp. on public policy matters regarding the coin-operated amusement machine industry.

"It's a great honor to represent the industry on the advisory board," Patel said. "I look forward to working with the Georgia Lottery, as well."

Patel said he hopes the board can help the industry "progress to a new level" to create growth and enhance revenues for the Georgia educational programs. Additionally, he said, he hopes the board can help find ways to "integrate new technology" to enhance the industry.

Patel is co-owner of Atlanta Game World, a master licensee in Georgia's COAM industry. Patel started in the retail sector before co-founding Atlanta Game World. Since joining the COAM industry, Patel's unique background, including being bilingual, has helped him bridge the divide between master licensees, retail operators and state

See PATEL Page 5



Expo plays out this month in Vegas

The 2018 version of Amusement Expo International is ready to roll Feb. 27-March 1 in Las Vegas.

The industry's two trade groups, the American Amusement Machine Association (AAMA) and the Amusement & Music Operators Association (AMOA), joined forces in 2009 to create the AAMA-AMOA Amusement Expo, which debuted in Las Vegas in 2010. The Expo has adapted and expanded to embrace the changes in the marketplace ever since.

The ninth edition of the Amusement Expo that opens in Las Vegas later this month will focus on amusements,

of course, but many features have been introduced since the Expo's inception. Among them:

- A co-location with the National Bulk Vendors Association;
- A format change that resulted in one full-day of education and two days of exhibits;
- A substantially greater focus on education;
- A growing emphasis on the family entertainment center (FEC) sector;
- A name change to Amusement Expo International, to

See EXPO Page 10



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Journal Opinion

GAMOA to host retail seminars

By Shawn Fellows
GAMOA President

GAMOA has been serving the men and women of the coin-operated amusement industry for over 35 years here in Georgia. Through our leadership, strategists and advisers, we are the leading advocacy group for the COAM industry.

Our association proudly represents all of the licensed manufacturers and distributors and the more than 160 master licenses who own more than 18,000 COAMs statewide. The goals and expectations of our membership are managed by an active Board of Directors that works directly with the strong team of strategists employed by GAMOA.

These roles are divided up among no less than six different committees, which include GAMOA members not on the Board of Directors. Our committees handle all aspects of the association from legislative and legal matters to planning the annual trade show.

If you are not a member of GAMOA and would like to join please contact our executive director, Christina Kaiser, at 770-408-0384 or christina@gamoa.org

Since it began, GAMOA helped mold the business envi-

ronment that exists today by participating in high-risk litigation and educating regulators on the industry. GAMOA has helped educate state agencies such as the Department of Revenue, Georgia Bureau of Invest-



Shawn Fellows

tigation, Georgia Lottery Corp. and various sheriff's departments on legal issues surrounding the COAM industry. Additionally, GAMOA hosts seminars to continue the education of our members and retail partners on the regulation changes and requirements at all levels of the

industry to improve compliance with all laws and regulations.

This year GAMOA will launch a dedicated series of seminars focused exclusively on retail issues such as compliance. We will publish in the next

Subject matter will include monthly reporting, proper forms of redemption, taxation, and industry partnership.

few months a calendar of events that will include dates and locations throughout the state for regional seminars to aid these retail partners. These seminars will be open to all retail licensees that hold current location licenses issued by the Georgia Lottery COAM Division. Subject matter will include monthly re-

porting, proper forms of redemption, taxation and how to become a better partner to the industry.

We look forward to a large number of retail licensees in attendance and will need early registration to help determine the total number of seminars that may be required within a region. Please make plans to attend these very important seminars.

Visit the GAMOA website by going to www.gamoa.org and you will notice our logo: "UNITY" One Industry One Voice. Through our Board of Directors, we have begun this initiative to grow our educational programs and welcome the opportunity to hear input from retail licensees.

GAMOA continues to work with the Georgia Lottery Corp. on ways to educate, improve and advance the COAM industry in Georgia. The accomplishments over the past five years are directly credited to the collaboration between GAMOA and GLC. Through open lines of communications, robust and healthy dialogue and shared goals, the industry and regulators have cooperated to reach goals many felt unobtainable.

Whether you are a member

See GAMOA Page 5



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COAM calendar

— REPORTING DATES —

Feb. 20: Each monthly report should be submitted by Location License Holders in electronic format via the www.gacoam.com website as required by the GLC by the 20th of each following month.

Changes in Monthly Sales Reporting requirements effective immediately. Master License Holders are no longer required to report any sales data. Location License Holders are required to report Gross Retail Receipts only.

— MEETINGS —

Feb. 22: GAMOA meeting, McDonough, Moose Lodge
Feb. 28: Amusement Expo, Las Vegas, Convention Center
March 28: COAM Advisory Board, Atlanta, GLC office

Write us

The *Georgia Amusement Journal* welcomes letters to the editor. Letters must include the writer's name and address. The word limit is 300. Mail to Georgia Amusement Journal, P.O. Box 4307, Butte MT 59702, or you can email us at paul@tashcommunications.com. The *Journal* reserves the right not to print letters it finds objectionable.

GAMOA

from Page 4

of GAMOA or not, we would encourage you to communicate with the Georgia Lottery Corp. COAM Division about concerns you may have or suggestions related to areas of improvement. Open and honest communication with the regulators will ultimately improve our business environment and increase dollars generated for HOPE and Pre-K. By tapping into the COAM industry, the Georgia Lottery has been able to contribute an additional \$100 million to HOPE and Pre-K in just a few short years. Further teamwork will only strengthen those returns.

GAMOA's mission: "To Promote and Serve Georgia's Coin Operated Amusement and Music Industry."

Patel

from Page 1

regulators.

Since moving to the United States in 1997 from the United Kingdom, Patel has been a serial entrepreneur. He has successfully owned and operated multiple businesses in Georgia, including franchise restaurants, convenience stores and a retail pharmacy.

Patel is committed to serving others in his community. He's an active volunteer and fundraiser for BAPS Charities, an international charitable organization. He is also a member of the Metro Atlanta Community Collaborative, an organization focused on ensuring that individuals have the basic necessities of life, including food, clothing, housing and medical care.

For a number of years, Patel has worked closely with a school for the visually impaired in Gu-



HAMEL PATEL

jarat, India, to supply critical school supplies and sporting equipment for students.

Patel received his undergraduate degree from Georgia State Uni-

versity, where he focused on finance and management. He lives in the Atlanta area with his wife, 11-year-old daughter and 5-year-old son.

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See us at the GMOA meeting Feb. 22 and learn more

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Tech Tips

Keep your machines clean, working well

Well maintained and properly functioning COAMs are vital to ensure consistently strong play and the resulting healthy returns for licensees. Following are some "Best Practices" to help you keep your machines in their best revenue-producing condition:

- 1) Keep machines clean:
 - Compressed air for inside.
 - Ammonia-free glass cleaner for monitor, etc.
- 2) Check connections:
 - They can vibrate loose in transport.
- 3) Maintain bill acceptors:
 - ICT (International Currency Technolo-

gies) recommends that customers clean the bill acceptors with a soft cleaning cloth moistened with mild, non-abrasive and non-alcohol cleaning solution at least every four months.

- LED and sensor housings are the main components the need to be cleaned. They are the emitter and recipient of the light source and must be maintained properly and free of dust.

- Calibration is recommended if a decline in acceptance rate occurs. ICT has developed a calibration test tool that can be ordered from them. Visit www.ictgroup.com.tw for more information.

Southern Gaming Solutions offers free training and certification classes on its Prodigy Vu Unified gaming machines. This is a hands-on certification class that trains technicians how to remove and replace most parts on the unified cabinet. The class also covers programming the back office for connection with Intralot as well as programming for game play.

If you are interested in attending one of the certification classes, contact SGS office for times and dates for upcoming classes. Make sure that your tech brings their tools as they will be removing and replacing the parts in the training class.

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Corbin

from Page 1

Corbin: Being involved in various aspects of Georgia government has afforded me the opportunity to develop business relationships with a wide array of stakeholders. Serving as Commissioner of the Technical College System of Georgia has provided me with intimate knowledge of how important lottery revenues are for our TCSG students as well as our University System of Georgia and pre-kindergarten students. I am excited to build upon my existing knowledge of economic development and education to lead the lottery team in maximizing revenues for HOPE scholarships and pre-k programs in Georgia.

GAJ: As the new president and CEO of Lottery, what do you see as the most significant issues the COAM industry is facing, and its most significant opportunities?

Corbin: I have spent a significant portion of my brief time at the lottery so far to learn as much about COAM as possible. I have met with internal staff, licensees and Intralot representatives. I have also spent time in our COAM lab and have conducted field visits. I am truly amazed at how far things have progressed since the passage

of HB 487! As regulators of the COAM industry, we certainly share concerns with licensees that we need to work together to constantly improve integrity in the industry, and I applaud those licensees that have taken this obligation seriously. I am open to exploring responsible, innovative ideas that have sound business foundations that can promote the industry while staying focused on our statutory mandate of regulation.

GAJ: Since regulation in 2013, the industry has certainly changed. One positive is the solid relationship the industry has developed with regulators. Can you talk about that? How can that relationship evolve and improve even further?

Corbin: To get where the industry is today takes nothing less than phenomenal teamwork both internally and externally. Everyone should be proud of the milestones achieved in such a relatively short period of time. The one thing I have heard repeatedly and actually witnessed already is that the GLC COAM team has a great relationship with the industry, considering the regulatory environment in which we operate.

It has been my experience that continued cultivation of relationships such as this must be firmly based on healthy and productive communication among all stake-

holders. Our statutory role at the Georgia Lottery Corporation relating to COAM is primarily a regulatory one. However, we will continue to work with all of our stakeholders and industry representatives to exchange ideas and further bolster the open lines of communication that already exist. Any initiative that involves more education and training for our licensees will continue to garner our full support.

GAJ: COAM regulators have mentioned recently other partnership opportunities with the industry, such as promotional efforts on behalf of the industry. Can you provide more details on those opportunities?

Corbin: While we certainly have to fulfill our statutory mandate of regulation first and foremost, the GLC is also unique in that we have an expertise in analyzing and developing marketing and business initiatives. I am aware that the GLC COAM team has been working with our sales team to conduct some cross-promotional initiatives with traditional lottery and COAM that should occur in the next quarter. The GLC will continue to look at marketing across all of our lottery products and initiatives and put forth the resources that make the most sense from a business perspective.

GAJ: The COAM Division has embarked on the development of new rules (COAM 13.4) for operations and machine standards to guide the industry into the future. How do you see that effort playing out?

Corbin: Exploring further regulation where it makes sense for the Georgia market is naturally the next step in the evolution of the COAM industry. This journey has been and will continue to be a collaborative effort between the GLC COAM Division and the COAM industry to address challenges now and hopefully for the future. So far, we have conducted meetings and discussions with several groups of licensees and industry representatives and received valuable feedback.

We certainly understand that any change in regulation must have an associated reason for change and an achievable path addressing both financial impact to the licensees and time constraints regarding deadlines. Our message continues to be, “Don’t panic!” This will be a well thought out process that will be well communicated along the way. The good news is that as we have been engaging in these discussions, I am told that the industry has been “self-regulating” in many of the areas being discussed!

GAJ: The COAM Division has held several meetings with different industry groups to get their input on the development of new regulations. How has the industry helped guide those developing set of rules?

Corbin: The COAM industry has been around for decades, so the expertise of those with the experience and knowledge to add constructive value to our conversations cannot be underestimated. I have been told that the licensees who have attended the discussion meetings have been asked to step out of their traditional role of licensee and look at the regulatory proposals from a variety of different perspectives (other licensees, regulator, citizen, etc.), which has been very fruitful to our discussions. The outline of discussion points for COAM 13.4 is actually on our website (www.gacoam.com) if any of your readers would like to take a look and add to the continuing dialog. It is certainly our belief that productive industry input will help us make the most informed decisions for any future regulations.

GAJ: Any other comment?

Corbin: Although I have only been at the Georgia Lottery for a little over a month, I have been so impressed by the relationships we have internally as a team and externally with our players, retailers, vendors, and licensees. It is extremely rewarding to be a part of the team that adds to Georgia’s educational programs funded by Georgia Lottery proceeds, and from a regulatory standpoint, that we do this in a responsible way.



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Amusement Expo photo

Expo

from Page 1

reflect the increasingly global nature of the business; and

- A co-location with the Laser Tag Museum, bringing this affiliated segment into event.

In 2018 another new dimension will be incorporated, when the Amusement Expo targets the emerging virtual reality component as part of its education lineup and exhibitor audience.

Expo Education Day will be

conducted Tuesday, Feb. 27, at the Westgate Resort & Casino, the official headquarters hotel for the show. On Wednesday, Feb. 28, and Thursday, March 1, exhibits will be open in the South Hall of the Las Vegas Convention Center, which is adjacent to the hotel.

And on Tuesday evening, Feb. 27, the thousands of buyers and sellers assembled for the Amusement Expo will gather for the All-Industry Gala Reception at the Westgate Hotel.

Visit Expo's official website at www.amusementexpo.org to regis-

ter, exhibit at the show, to reserve a hotel room or to find the most updated information about this year's Expo. For more information contact Brian Glasgow at 708-226-1300 or brian@wtglasgow.com.

About AAMA

The American Amusement Machine Association (AAMA) is an international, not-for-profit trade organization representing the manufacturers, distributors, suppliers and location owner/operators for the coin-operated amusement industry. Its mission is to preserve,

protect and promote our industry through legislative advocacy, education, events, networking and member programs.

About AMOA

The Amusement and Music Operators Association (AMOA) is a national not-for-profit trade association. Since 1948, AMOA has been the voice of, and advocate for, those individuals and companies engaged in the currency-activated amusement, vending, music and family entertainment equipment business.



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Obituaries

Dr. Pope's 'unbiased love for all people' to be missed

Dr. Lonnie Pope, the recipient of the Georgia Amusement and Music Operators Association's Lifetime Achievement award in 2016, died Jan. 24 at age 78.

Dr. Pope leaves a great legacy to the COAM industry in Georgia. He was the owner and operator of Game World, a company that was instrumental in building a foundation for the industry through education, litigation, and legislation. Throughout his career, Dr. Pope made it his mission to educate and include state agencies in the constantly evolving role of technology in the industry, said GAMOA President Shawn Fellows.

"Dr. Pope also served as a mentor to many and, despite the highly competitive nature of the COAM industry, always



Dr. Lonnie Pope

counted ethics and values as an essential part of doing business," Fellows said. "Dr. Pope was a person that lit up a room, but in spite of his larger-than-life personality and success in business, what should be remembered about Dr. Pope was his sincere and unbiased love for all people."

As an example, Fellows said, whenever Dr. Pope dined out, he would take a moment to ask his server if there was anything he or she would like him to pray about for them.

"This is but a small example of Dr. Pope's straightforward kindness towards others," Fellows said.

Born in Florida, Dr. Pope and had lived in Douglas, GA, for a number of years before moving to Hall County. He was the

son of the late Wright and Maebelle Vickers Pope. Dr. Pope received a Doctor of Divinity degree from the New Orleans Baptist Seminary and was a member of Trinity Baptist Church, where he also taught Sunday School.

Survivors include his wife of 58 years, Suellen Pope, Gainesville; son and fiancé, the Rev. Chris Pope and Teri Smith, Gainesville; grandchildren, Michelle (Daniel), Stephen, Lauren; brother and sister-in-law, George "Mac" and Pat Pope.

He is preceded in death by his parents and a son, Gordon Pope.

Dr. Pope's son, the Rev. Chris Pope, and the Rev. JoJo Thomas officiated services Jan. 26.

In lieu of flowers, the family has asked that memorial contributions be made to Trinity Baptist Church, 989 Dawsonville Highway, Gainesville, GA 30501. Those wishing to send online condolences to the family may do so at littledavenport.com.

'Vince' Vladimirovski, cabinet designer, dies at 58



Vince Vladimirovski

Vyachaslav "Vince" Vladimirovsky, a well-known designer of wood cabinets for coin-operated amusement machines in Georgia and later the owner of Omega Games, died unexpectedly in January at age 58.

Vladimirovsky was a longtime designer of wood cabinets, dating back to 1995 when he worked at Cabinet Express. Cadillac Jack purchased Cabinet Express, and Vladimirovsky worked there until about 2007, when Cadillac Jack closed its wood shop.

He then opened Infinity Game Designs with Adam Foust and Chris Forsyth. Foust sold out in 2009, and Vladimirovsky later changed the name of the business to Omega Games.

Vladimirovsky attended St. Petersburg Academic University in St. Petersburg, Russia, graduating in 1985 with a master's degree in mechanical engineering.

He is survived by his wife of 36 years, Faina, son Igor, and two grandchildren.

COIN OPERATED AMUSEMENT MACHINE LOCATION SWEEP AND MASTER PUSH CALENDAR 2018							
ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE	ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
31-Dec-17	06-Jan-18	10-Jan-18	17-Jan-18*	01-Jul-18	07-Jul-18	11-Jul-18	17-Jul-18
07-Jan-18	13-Jan-18	17-Jan-18	23-Jan-18	08-Jul-18	14-Jul-18	18-Jul-18	24-Jul-18
14-Jan-18	20-Jan-18	24-Jan-18	30-Jan-18	15-Jul-18	21-Jul-18	25-Jul-18	31-Jul-18
21-Jan-18	27-Jan-18	31-Jan-18	06-Feb-18	22-Jul-18	28-Jul-18	01-Aug-18	07-Aug-18
28-Jan-18	03-Feb-18	07-Feb-18	13-Feb-18	29-Jul-18	04-Aug-18	08-Aug-18	14-Aug-18
04-Feb-18	10-Feb-18	14-Feb-18	21-Feb-18*	05-Aug-18	11-Aug-18	15-Aug-18	21-Aug-18
11-Feb-18	17-Feb-18	21-Feb-18	27-Feb-18	12-Aug-18	18-Aug-18	22-Aug-18	28-Aug-18
18-Feb-18	24-Feb-18	28-Feb-18	06-Mar-18	19-Aug-18	25-Aug-18	29-Aug-18	05-Sep-18*
25-Feb-18	03-Mar-18	07-Mar-18	13-Mar-18	26-Aug-18	01-Sep-18	05-Sep-18	11-Sep-18
04-Mar-18	10-Mar-18	14-Mar-18	20-Mar-18	02-Sep-18	08-Sep-18	12-Sep-18	18-Sep-18
11-Mar-18	17-Mar-18	21-Mar-18	27-Mar-18	09-Sep-18	15-Sep-18	19-Sep-18	25-Sep-18
18-Mar-18	24-Mar-18	28-Mar-18	03-Apr-18	16-Sep-18	22-Sep-18	26-Sep-18	02-Oct-18
25-Mar-18	31-Mar-18	04-Apr-18	10-Apr-18	23-Sep-18	29-Sep-18	03-Oct-18	10-Oct-18*
01-Apr-18	07-Apr-18	11-Apr-18	17-Apr-18	30-Sep-18	06-Oct-18	10-Oct-18	16-Oct-18
08-Apr-18	14-Apr-18	18-Apr-18	24-Apr-18	07-Oct-18	13-Oct-18	17-Oct-18	23-Oct-18
15-Apr-18	21-Apr-18	25-Apr-18	01-May-18	14-Oct-18	20-Oct-18	24-Oct-18	30-Oct-18
22-Apr-18	28-Apr-18	02-May-18	08-May-18	21-Oct-18	27-Oct-18	31-Oct-18	06-Nov-18
29-Apr-18	05-May-18	09-May-18	15-May-18	28-Oct-18	03-Nov-18	07-Nov-18	14-Nov-18*
06-May-18	12-May-18	16-May-18	22-May-18	04-Nov-18	10-Nov-18	14-Nov-18	20-Nov-18
13-May-18	19-May-18	23-May-18	30-May-18*	11-Nov-18	17-Nov-18	21-Nov-18	28-Nov-18*
20-May-18	26-May-18	30-May-18	05-Jun-18	18-Nov-18	24-Nov-18	28-Nov-18	04-Dec-18
27-May-18	02-Jun-18	06-Jun-18	12-Jun-18	25-Nov-18	01-Dec-18	05-Dec-18	11-Dec-18
03-Jun-18	09-Jun-18	13-Jun-18	19-Jun-18	02-Dec-18	08-Dec-18	12-Dec-18	18-Dec-18
10-Jun-18	16-Jun-18	20-Jun-18	26-Jun-18	09-Dec-18	15-Dec-18	19-Dec-18	27-Dec-18*
17-Jun-18	23-Jun-18	27-Jun-18	03-Jul-18	16-Dec-18	22-Dec-18	27-Dec-18*	03-Jan-19*
24-Jun-18	30-Jun-18	03-Jul-18*	10-Jul-18	23-Dec-18	29-Dec-18	03-Jan-19*	09-Jan-19*



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PRESIDENTS Day

SMART Software would like to recognize several of our industry's past presidents and thank them for their kind words and contribution to our future.

Don Stowe – WAMO

"We were able to eliminate one part-time data entry person who was entering the data from our collection sheets into our old system program and that alone covers our annual cost of the new software."

Fred Weigel – WAMO

"SMART's support team is "Johnny On The Spot" on service. You call and don't get an automated message. You get someone right off the bat. It's the best and most knowledgeable service we have ever had."

Phil Webb – ICMOA

"Easy to use, increased revenue streams, organized our service department, and provides solid documentation for audits."

Gaines Butler – AMOA

"The SMART team has provided Metro with a very needed tool in their Service module. We are able to track all of our service (both labor and parts) over a 50 different company, and 20+ state footprint."

Rick LaFluer – AMOA

"Looking forward to having all of our financial data secure and in one place."

Shawn Fellows – GAMOA

"With the high level of detail provided, to the reports, to the easy to follow instructions, the system works beyond all of our expectations. We have been able to identify areas to increase proficiency, reduce time, cut waste and minimize inventory loss."

Todd Farber – MO-AMOA

"We use the ATM software every day to manage our ATM's. The software makes us more efficient and effective in running this part of our business."

Manley Lawson – FAVA

"During most Sales Tax Audits miscalculations were found in reports from our previous software. SMART Software's Sales Tax Reports were so accurate we had our very first No Change audit."



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Secondary Contact _____

Business Phone _____ Fax _____

Cell _____ Email _____

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- Amusement Operator 10+ Employees \$500

Amusement Operators Membership: (Class B or Class A & B Master License Holders)

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- Amusement Operator (76 to 150 games) \$1,000
- Amusement Operator (151+ games) \$2,000

Location Membership: (Location License Holders)

- Location License Membership (1-4 Locations) \$100/location
- Maximum Location License Membership (5+ Locations) \$500

Associate Membership: (Manufacturers, Distributors, Supplies, Affiliated Associations & Industries)

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