









# Gearing up for the Expo

# Early registration urged for GAMOA show next month

By Paul Tash, Georgia Amusement Journal

Registration for attendees and vendors is still open for the evergrowing Southern Amusement & Entertainment Expo, which is returning to the new-look Gas South Convention Center Aug. 23-24 in Duluth, GA.

"The show is going to be awesome again this year," said



Christina Kaiser, executive director of the Georgia Amusement and Music Operators Association (GAMOA).

Those participating this year will find the Gas South Convention Center even more accommodating – a lengthy renovation project has been finished.

"The whole convention center has been remodeled, and it's absolutely gorgeous," Kaiser said.

The renovation will allow the Expo to move into even larger quarters this year spanning exhibit halls A and B. Some booth space was still available at the Journal's press deadline, but Kaiser said it was going fast, even with the extra room.

"We hope to have the largest show ever," she said.

The Expo will feature several new exhibitors this year, and attendees can expect to find some exhibitors debuting new products at the show. In addition, Kaiser said, some will be offering special pricing during the show.

Attendees and vendors throughout the Southeast can register for the Expo at www.sae-expo.com. Kaiser urged people to register now

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Promotions, poses with Christos
Tzoumaras of United Gaming and
daughter Maddie Ivey, media
manager for Ivey Promotions, during
the company's open house July 12
celebrating its new facility in
Alpharetta. Aleksy Garczynsk (right),
Ivey operations manager, addresses
those attending.



## Ivey opens new facility

By Paul Tash, Georgia Amusement Journal

Ivey Promotions, a manufacturer and distributor of COAM products and games in Georgia, celebrated its new location in Alpharetta with an open house July 12 at the new facility.

"It went great," said Maddie Ivey, media manager for Ivey Promotions. "We were joined by several of our vendors and customers."

Proceeds from a raffle were donated to The Outdoor Dream Foundation,

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## GACS prepares to celebrate at convention

The Georgia Association of Convenience Stores is still accepting registrations for its annual convention Aug. 18-20 at the Omni Amelia Island Plantation.

This year's convention, with the theme "Let's Paint the Town and Celebrate," provides a unique opportunity to connect with the c-store community and other GACS members. To register, visit www.gacs.com/events and click on the link for Registration or contact GACS at 770-736-9723.

Convention speakers this year will help attendees navigate many of the changes facing convenience stores.



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Topics involve pivoting to a new future, human resource trends, the new face of the Georgia consumer, and economic trends that directly impact future opportunities.

The schedule features five speakers and two workshops. Topics are focused on the future – how the world is changing and impacts

See CONVENTION Page 7









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## Expo

### from Page 1

to receive a discount. Onsite registration at full price will be available during the Expo.

"Don't wait," she said. "This show will be too good to miss."

The Expo provides attendees to see the latest in technology and offers operators and others a chance to compare products side-by-side, talk to manufacturers, and actually play the newest games available. The Expo show runs 10-5 on Wednesday, Aug. 23, and 10:30-2 on Thursday, Aug. 24.

The event will also feature a silent auction, a live auction, a reception, the GAMOA Awards Banquet, and a charity casino night on Wednesday. On Thursday Georgia COAM regulators will present an update on the COAM industry, and GAMOA leaders are working on the potential for another seminar, as well.

The casino night will again benefit Bert's Big Adventures, a non-profit organization that sends chronically and terminally ill children and their families to Disney World for a "magical" five-day vacation, all expenses paid.

"Casino night has become a really popular event," Kaiser said. "We hope everyone stays after the banquet to play, have fun, and support a great cause."



**BANILLA GAMES**' Matt Bridges (left) demonstrates a game for Raju (center) and Kamal Thapa of Everest Amusement at last year's Southern Amusement & Entertainment Expo.

The event has been named the Ginger Foshee Casino Night, in honor of the late wife of Butch Foshee, a former COAM operator in Georgia and past president of GAMOA.

Attendees can purchase "fun money" for Ginger Foshee Casino Night at the event.

The GAMOA Awards Banquet will feature presentations of several awards: the Coin Operator of the Year Award, the Lifetime Achievement Award, and the Cutting Edge Award, which honors the developer of a top new product or service for the Georgia

COAM market. In addition, Betson Enterprises and Goldfinger will present the Marshall Hartmann Technician of the Year Award at the dinner.

Manufacturers interested in vying for the Cutting Edge Award can contact Kaiser.

Following dinner will be the traditional live auction featuring donations from GAMOA's biggest sponsors and managed by spirited auctioneer and manufacturer Jonathon Culverhouse. Proceeds from the auction, always a highlight of the Expo, will benefit GAMOA and its mission to promote

and serve the state's COAM industry. GAMOA's annual meeting is Wednesday morning at 9:30.

New this year, thanks to the remodeling effort, will be a food court adjacent to the Expo floor where folks can grab a bite to eat or beverage to drink.

"It'll be all right there for people to enjoy," Kaiser said.

Special pricing is available for lodging for those who act quickly. Rooms have been reserved at the Courtyard by Marriott (Atlanta NE/Duluth Sugarloaf) and the Embassy Suites by Hilton (Atlanta NE Gwinnett Sugarloaf). The deadline to receive the preferred rate is July 21 for the Marriott and Aug. 7 for the Embassy Suites.

The Southern Amusement & Entertainment Expo has become a regional show with attendees and exhibitors from all over the Southeast encouraged to attend. GAMOA is again hosting the event with two other organizations, the North Carolina Coin Operators Association and the North Carolina Citizens for Free Enterprise, a group of business owners and supporters working to create a fair skill-based game environment in North Carolina.

For more information, contact Kaiser at (770) 408-0384 or christina@sae-expo.com to register.

"It's going to be a great show," she said.



## Journal Opinion

## Top 10 reasons to attend convention

### By Sharon Shuford **GACS Membership**

You have just a few short weeks to register and join GACS for the GACS 2023 Annual Convention at the Omni Amelia Island next month. GACS will be Painting the Town: The theme of this year's convention, "Let's Paint the Town and Celebrate," says it all: It's time to reflect on the past, have a blast in the present, and look forward to the future.

Here are the top 10 reasons why you should put on your party shoes and join GACS at Amelia Island.

#10. You don't need to be a member of GACS (Georgia Association of Convenience Stores). The convention is open to everyone in the industry. Nonmembers do pay a small surcharge, but they benefit from attending in big ways.

#9. The convention takes place over two and a half days, Aug. 18-20, with a mix of education, networking, and a ton of fun.



**Sharon Shuford** 

sshuford@gacs.com.

Surprises are in store as GACS

sleeve to celebrate its

has a few up its

50th anniversary.

#7. Dinner Friday night, Aug.18, will feature a raffle draw-down with a \$5,000 grand prize. It's part of a special package of events that includes meals and morning education both days, costing just \$295 for GACS members and \$365 for nonmembers.

#6. That special package includes five insightful industry speakers and two facilitated workshops on topics that focus

on the future of the industry, from demographic trends to the future of c-stores.

#5. Saturday night is highlighted by dinner and games, which were introduced in 2021 and are now a big hit. The convention closes on Sunday with an awards luncheon and celebration.

#4. Recreation will include golf, fishing, and a beach party.

#3. Surprises are in store as GACS has a few up its sleeve to celebrate its 50th anniversary.

#2. The legislative panel is on the schedule because activity at the Capitol is so important to the livelihoods of everyone in the industry.

#1. This annual convention is one of the best opportunities of the year to connect with retailers and suppliers, over two and a half days, under one roof. It's not to be missed!

Visit www.gacs.com/events and click on the link for Registration. For assistance, contact Showinfo@gacs.com or call 770-736-9723.



#8. A special workshop on Friday, Aug. 18, titled "Dream Big: What The Future Can Hold," is open to industry Young Professionals. It's free for GACS members, but advance registration is required. To sign up, contact Sharon Shuford at

A Tash Communications publication

PO Box 4307 Butte MT 59702

### A Tash Communications Publication

Georgia Amusement Journal Business and News Office:

P.O. Box 4307, Butte, MT 59702 • TEL: 406-491-0100 • E-MAIL: paul@tashcommunications.com

Paul Tash, Editor/Publisher paul@tashcommunications.com Phone: 406-491-0100

Ad Production • paul@tashcommunications.com

Reprints of articles and back issues are available at a cost of \$10. If you wish to begin receiving the Georgia Amusement Journal, send your name, mailing address, telephone number and \$40 for a year's subscription to Georgia Amusement Journal, P.O. Box 4307, Butte, MT 59702.

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This publication endorsed by the Georgia Amusement and Music Operators Association

## **COAM calendar**

### — REPORTING DATES —

July 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.

### — MEETINGS/OTHER —

July 18: COAM Advisory Board, Lottery Headquarters, Atlanta Aug. 18-20: GACS Annual Convention, Amelia Island Aug. 23-24: Southern Amusement and Entertainment Expo,

Gas South Convention Center, Duluth

## 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.



## Journal Opinion

## Payment Choice among top AMOA issues

### By Lori Schneider AMOA Executive Director

As reported last month, AMOA continues monitoring and fighting for important issues in Washington, D.C.

Fair Access to Banking -We continuously push legislators for relief in this area. While some operators are still dealing with account closures, we continue to hear more and more about banks not providing cash and/or refusing to open new accounts for operators who provide ATM services. AMOA and its legislative counsel continue to work on finding a vehicle for language requiring banks to provide a reason for closing a bank account and requiring the reason to prove wrongdoing. Please advise the AMOA office of any banking issues you may be experiencing, as recent examples are extremely beneficial when we meet with legislators.

Payment Choice Act – The Payment Choice Act, supporting cash at retail, has been formally re-introduced in both the House (HR 4128) and Senate (S. 1984). The PCA has had strong bipartisan support, and we hope to finally get it over the finish line this Congress. We strongly encourage everyone to contact

their D.C. representatives in the House and Senate and encourage support for this legislation.

Non-compete rule change

– Earlier this year the FTC introduced a proposed rule change that would eliminate non-competes agreements. During the

comment period, AMOA submit-

are monitoring further movement on the rule change by the FTC.

AMOA will be sending a delegation to Washington, D.C., July 11-12, and we encourage anyone interested in participating to contact AMOA Executive VP Lori Schneider at

The Payment Choice Act

(PCA) has had

strong bipartisan

support, and we

the finish line.

hope to get it across

 - "Industry Round Up: Spur Your Business" is Oct. 26-27 at the Sheraton DFW in Dallas, TX.

Topics to include:

- Effective Strategies for Attracting New Employees and Creative Incentives to Retain Them
- ATM Security and Theft Prevention
- From Conception to Distribution: The Making of an Amusement Game
  - VNEA League Primer
- Rounding Up the Next Generation ... It's Not Too Early
- Operator Round Tables Technologies for Your Business; Gaming Landscape; Cashless Utilization; Employee Training

AMOA On Campus Program

– Oct. 26-28 at the Sheraton
DFW in Dallas, TX. Save the
date!

AMOA State Council Meeting

– Jan. 25-27, 2024, in San

Diego, CA

Amusement Expo International – March 18-21, 2024, in Las Vegas

Visit www.amusementexpo.org for additional details.

Be sure to engage with AMOA at www.amoa.com for details on these and many other AMOA programs.



Lori Schneider

ted written comment to the FTC opposing the rule change and participated in an online hearing where the FTC opened up the floor for verbal comment from the public, allowing AMOA to provide verbal comment as well. The initial comment period was extended a couple of times and finally ended on April 19. We

lori@amoa.com for more information.

## AMOA programs AMOA Regional Tech School

The next AMOA Regional
Tech School is slated for August
17-18 in Pittsburgh, PA, at the
Doubletree Pittsburgh Airport.

AMOA on the Road Program

## **Ivey**

## from Page 1

a non-profit organization that grants outdoor dream adventures to children and youth under 21 suffering from chronic or terminal illness.

The idea to operate a raffle for the Outdoor Dream Foundation came from Nicole Ivey, Maddie's sister. Nicole said she had a friend who participated in the Outdoor Dream who later died of cancer.

"We wanted to make an effort to help them," she said, adding that about \$2,000 was raised for the charity at the open house.

The new, larger facility provides much more office space, Ivey said, as well as an upgraded area to accommodate "more production" on site.

"It'll also gives us a lot more room to grow," she said.

The company moved into the new facility, located at 9305 Industrial Trace in Alpharetta, in mid-May. Ivey Promotions can be reached at 678-291-0290.





MARK BROOKS, above, of Georgia Coin and Nicole Ivey of Ivey Promotions are all set to eat lunch during the Ivey Promotions' open house July 12 celebrating its new facility in Alpharetta. At left is Evgeny Bronnikov of Jenka Lab, who stopped by the open house.

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## Convention

### from Page 1

on convenience, the future of work, and the changing faces of our customers.

- Keynote speaker Jeff De Cagna is an executive advisor for Foresight First LLC, an association contrarian, foresight practitioner, governing designer, stakeholder/successor advocate, and stewardship catalyst. His topic is "The Future of C-Stores: 2038 and Beyond." His session will address such topics as the most significant obstacle we must overcome to imagine different futures; the favorable, unfavorable and unthinkable futures we must anticipate; and the questions we should ask today to prepare for a range of plausible futures. This is a true keynote, setting the stage for what follows.
- De Cagna will also lead an interactive workshop that takes a deeper dive into two or three of the most significant trends identified during his keynote, such as the deeper implications of the plausible futures shared in the morning keynote; how these plausible futures shape participants' thinking about the future of c-stores; and what we should do today to prepare for what comes next.
  - Taylor Hafley is an applied

## **AGENDA**

Friday August 18, 2023

Afternoon Young Professionals Workshop With Ben Scellick (pre-registration required)

Evening Opening Dinner and SSK Draw Down Raffle

Saturday August 19, 2023

Morning Breakfast and Education Sessions Interactive Workshops

Choice of Recreation Activities (additional cost)

Evening Dinner buffet and games

Sunday August 20, 2023

Morning Education Session

Legislative Panel Exhibitor Showcase

1:pm Closing Luncheon, Awards and Celebration

demographer for UGA's Carl Vinson Institute of Government. Taylor's demographic research supports local governments as part of the Workforce Development and Economic Analysis Unit. His session, titled "Demographic Trends Impacting C-Stores," is not to be missed.

• Ben Scellick is vice president of Study Groups, a company focused on the "get better" part of the equation. Scellick will lead an attendee-centric interactive workshop titled "What's Our Future: Where we are and what we can do about it." Attendees will work together in small discussion groups to discuss ways to convert trends into opportunities. Scellick will also lead a Young Professionals session on Friday afternoon before the conven-

tion opens. This session continues the highly rated YP sessions that have been offered for the past three years.

• Terri Stewart is regional managing partner of Fisher Phillips. Stewart represents management in all areas of labor and employment law. Her practice focuses on employment-related litigation encompassing a variety of issues, including Title VII, Americans with Disabilies Act, Age Discrimination in Employment, the Family and Medical Leave Act, trade secret infringement, etc. She frequently advises employers on labor force reduction, personnel policies, avoiding harassment claims, and legal compliance. Stewart will discuss "The Future of Work: What's In Store for C-Store Employers."

• Nik Modi is managing director at RBC Capital. Modi oversees the consumer staples area, which includes beverages, packaged food, household, personal care, beauty and tobacco. He is well known in the industry for providing provocative predictions based on his lateral view of the consumer, technology and geopolitical developments.

Forbes, the WSJ, Fortune and Institutional Investors All Star Analyst Survey all rank him one of the top analysts in the country. Modi will discuss "Getting Ready for a Bumpy Ride," focusing on where the economy is headed, areas of risk for retail, and opportunities for growth.

Also on the program:

- A \$5,000 Draw Down raffle on Friday night;
- Saturday evening dinner and games;
- Sunday closing luncheon, awards and celebration.

In addition, the traditional legislative panel is on the schedule because activity at the Capitol is so important to the livelihoods of everyone in the industry.

Time is built into the schedule for a round of golf, fishing, and a beach party. Sunday's exhibitor showcase will feature tabletop exhibits where retailers can learn about the latest products and services available.



## G2E to welcome world Oct. 9-12

The American Gaming Association (AGA) and RX has opened registration for G2E 2023, the premier global gaming event, at The Venetian Expo from Oct. 9-12.

"G2E serves as an annual showcase for innovation in gaming, and this year's event promises to be especially impactful as the industry transforms at a record pace," said AGA Senior Vice President Maureen Beddis. "We can't wait to welcome back the global gaming community to Las Vegas this October to chart the future of gaming."

G2E 2023, supported by the Association of Gaming Equipment Manufacturers, will highlight the continued evolution of every aspect of the industry – from traditional and online gaming to digital payments and new technologies like AI.

"We are committed to elevating G2E in tandem with the industry's growth. Reflecting our commitment, this year's show will feature the updated G2E brand, new expohall activations, and our most indepth education program yet," said Korbi Carrison, G2E's event vice president at RX. "For both exhibitors and attendees, G2E 2023 will once again offer an opportu-

nity to do business with key players, discover winning solu-

tions, gain exposure, and connect with a diverse audience."

G2E 2023 will reflect the industry's growth with a wide range of offerings including:

- More than 300 exhibitors will show off the latest gaming technologies and solutions from around the world, all in one place.
- G2E's 2023 education program will be the event's most insightful yet, drawing on the more than 400 session proposals submitted in the first-ever call for content and speakers. Content partners for this year's program include Global Gaming Women, iGaming Next, Indian Gaming Association, International Association of Gaming Advisors, and more.
- The all-new iGaming Zone at G2E will bring together iGaming solution providers in a focused location to explore the future of the online casino space.

global. General Services of the services of th

- The Lab will serve as a hub on the expo floor for organized thought leadership and networking opportunities that explore the future of gaming.
- An expanded G2E Networking Lounge will feature opportunities for the G2E community to convene and connect.
- G2E's new brand will be on full display, reflecting gaming's momentum and transformation, adding to the forward-looking energy of the expo that will be felt on the show floor and beyond.

G2E will donate \$25 of every all-access education pass purchased to the International Center for Re-

sponsible Gaming (ICRG), G2E's charitable partner. ICRG's mission is to help individuals and families affected by gambling disorder and to prevent the onset of gambling problems through high-quality scientific research and evidence-based educational programming on gambling disorders and responsible gambling.

#### **About G2E**

G2E is the world's premier gathering of commercial and tribal gaming professionals. For more than 20 years, G2E has served as the catalyst for gaming's growth and innovation by convening the global industry to define tomorrow.

### About the AGA

As the national trade group representing the U.S. casino industry, the American Gaming Association (AGA) fosters a policy and business environment where legal, regulated gaming thrives. The AGA's diverse membership of commercial and tribal casino operators, sports betting and iGaming companies, gaming suppliers, and more lead the \$261 billion industry and support 1.8 million jobs across the country.



## Retail Matters

# Atlanta-based RaceTrak inks deal for Gulf Oil

#### **Convenience Store News**

RaceTrac Inc. is growing its energy reach through a deal with Gulf Oil LP.

The Atlanta-based company's wholly owned wholesale fuel supply and trading subsidiary, Metroplex Energy, signed a definitive agreement to acquire Gulf Oil LLC.

As part of the transaction, RaceTrac will acquire Gulf's nationally recognized fuel brand across the United States and U.S. territories, all of Gulf's branded distributor and license agreements, and the exclusive rights to market fuel at Gulf's retail locations along the Massachusetts Turnpike.

The combination of Metroplex and Gulf creates a best-in-class fuel network with a leading presence in high-demand markets across the country and adds another renowned consumer-facing brand to Race-Trac's family of companies, the company stated.

"The gasoline marketplace is undergoing historic and fundamental change and will continue to evolve rapidly. We are committed to remaining an industry leader and continuing to invest and grow our transportation fuels network," said AJ Siccardi, president of Metroplex Energy. "The combination of Gulf's outstanding distributor network and RaceTrac's history of driving retail fuel volume creates a tremendous opportunity to serve dealers and distributors in a manner that will make their sites successful fueling destinations of the future."

"This exciting acquisition continues our history of growth, expanding RaceTrac's family of companies to nearly 40 states across the continental U.S. and Puerto Rico," said RaceTrac CEO Max McBrayer. "Gulf is a trusted national brand that has been innovating and evolving for over 100 years, combining quality petroleum products with outstanding service."

## DeKalb c-stores need video

### **Atlanta Journal-Constitution**

Gas stations, convenience stores and other businesses considered at high risk for crime across unincorporated DeKalb County are now required to have high-quality video surveillance systems.

An ordinance went into effect June 30 aimed at deterring crime in some of the county's most troubled spots. Commissioner Lorraine Cochran-Johnson, who has pushed for the measure since 2020, said she's excited to see it in place finally.

"Residents should not be fearful of going to a gas pump at any time, day or night," she said.

The ordinance is unique across metro Atlanta. Elsewhere, video surveillance requirements at convenience stores are either nonexistent or less thorough than what DeKalb County is mandating.

The new rule affects about 250 gas and service stations. Only stores in unincorporated DeKalb County – those outside of city limits – are required to comply.

The DeKalb County police chief can also require other retail business to comply with the surveillance rules if they've been the site of certain violent crimes or frequent calls to police.

The law requires gas and service stations to have a high-resolution video camera at the store entrance and exit, each register, each pump and at any loading docks. Stores must also install cameras in parking lots.

The cameras are to run 24 hours a day, 7 days a week. Stores must keep the recordings for at least 30 days and provide recordings to police within 72 hours of a request.

The county hired six additional code and compliance officers to enforce the new rules. They started inspections in this month.







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01-Jan-23	07-Jan-23	11-Jan-23	18-Jan-23*
08-Jan-23	14-Jan-23	18-Jan-23	24-Jan-23
15-Jan-23	21-Jan-23	25-Jan-23	31-Jan-23
22-Jan-23	28-Jan-23	01-Feb-23	07-Feb-23
29-Jan-23	04-Feb-23	08-Feb-23	14-Feb-23
05-Feb-23	11-Feb-23	15-Feb-23	22-Feb-23*
12-Feb-23	18-Feb-23	22-Feb-23	28-Feb-23
19-Feb-23	25-Feb-23	01-Mar-23	07-Mar-23
26-Feb-23	04-Mar-23	08-Mar-23	14-Mar-23
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26-Mar-23	01-Apr-23	05-Apr-23	11-Apr-23
02-Apr-23	08-Apr-23	12-Apr-23	18-Apr-23
09-Apr-23	15-Apr-23	19-Apr-23	25-Apr-23
16-Apr-23	22-Apr-23	26-Apr-23	02-May-23
23-Apr-23	29-Apr-23	03-May-23	09-May-23
30-Apr-23	06-May-23	10-May-23	16-May-23
07-May-23	13-May-23	17-May-23	23-May-23
14-May-23	20-May-23	24-May-23	31-May-23*
21-May-23	27-May-23	31-May-23	06-Jun-23
28-May-23	03-Jun-23	07-Jun-23	13-Jun-23
04-Jun-23	10-Jun-23	14-Jun-23	21-Jun-23*
11-Jun-23	17-Jun-23	21-Jun-23	27-Jun-23
18-Jun-23	24-Jun-23	28-Jun-23	5-Jul-23*
25-Jun-23	01-Jul-23	05-Jul-23	11-Jul-23

'Indicates sweep or push date has been changed to accommodate holiday Note: Holidays on a Thursday and Friday may delay the availability of the Location Period Accounting Report on the following Monday



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