









# GEORGIA Dedicated to serving the Georgia COAM industry Endorsed by the Georgia Amusement and Music Operators Association paul@tashcommunications.com (406) 491-0100 A Tash Communications publication June 2022 Vol. 6, Number 2

# Panel talks COAMs, EVs

# Legislators extol benefits of gift card

By Paul Tash Georgia Amusement Journal

Legislative proposals regarding coin-operated amusement machines (COAMs) and electric-vehicle charging were key topics discussed during a legislative panel at the Georgia Association of Convenience Stores (GACS) annual convention in Asheville, NC, June 5-7.

COAM businesses "need to be treated on fair footing," said panelist Rep. Alan Powell (R), chairman of the House Regulated Industries Committee.

Powell sponsored House Bill 1424, which included adoption of a gift card, which he and COAM industry representatives, including the Georgia Amusement and Music Operators Association (GAMOA), say would ensure non-cash redemption at locations. The COAM legislation passed the House but stalled in the Senate.

"This opportunity needs to happen with the COAM machines in this state," Powell said.

Besides Powell, others on



**SHEILA HUMBERSTONE**, the moderator of a legislative panel at the GACS convention earlier this

GACS' legislative panel, which was moderated by GACS and GAMOA lobbyist Sheila Humberstone, were Rep. James Beverly

(D), House minority leader; Sen. Clint Dixon (R), governor's floor leader; Rep. Billy Mitchell (D), House Regulated Industries Com-



tee; and Rep.
Joseph Gullett (R), House Energy,
Utilities and Telecommunications
Committee.

Another element of HB 1424

month, listens to Rep. Alan Powell (R) answer a question. Also pictured is Rep. James Beverly (D).

called for the COAM industry to be governed under the Administrative Procedures Act (APA), which would ensure "due process" by requiring public comment before regulatory changes occur, among other benefits, Powell said.

Humberstone also offered support for the APA proposal, which would allow the industry "to have your say."

See PANEL Page 8



# Renew by June 30 to avoid late fee

#### By Paul Tash, Georgia Amusement Journal

June 30 is the last day for Coin-Operated Amusement Machine (COAM) licensees to renew for the 2023 licensing period (July 1, 2022, to June 30, 2023) to avoid a \$1,000 late fee.

License renewal for COAMs is available through the Georgia Lottery's COAM website, www.gacoam.com.

The licensing application covers the following licenses:

- Master Class A New and renewal
- Master Class B Renewal only
- Location Class A New and renewal
- Location Class B New and renewal
- Manufacturer New and renewal
  Distributor New and renewal

The Lottery is not accepting any new Class B Master License applications. New Class B Master licenses are

See RENEWAL Page 5











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#### SGS has moved



**SOUTHERN GAMING SOLUTIONS** moved into a new office earlier this month. Standing in front of their new facility are Bobby Walker, Chase Waldo, Hampton Schubert, Eric Jeffares, Amber Carter, Paula Boyer, Debbie Townsend, and SGS President Angela Whitman. The facility, located at 322 NorthPoint Pkwy SE

(Unit E) in Acworth, GA, has "convenient access directly off I-75" and "a larger warehouse facility to provide product and repair support," Whitman said. The new facility also has "spacious truck court access" with a dual loading dock and drive-in warehouse as loading options.



# Journal Opinion

# AMOA seeking fair-access banking

#### By Lori Schneider AMOA Executive Director

AMOA members met with six key legislative offices from both House Financial Services and Senate Banking committees in early May as the association continues to focus on fair access to banking for its members. In late 2021, AMOA was pleased to see updates relating to independent ATM operators finally made to the FFIEC BSA/AML examiner's manual. Today, AMOA continues its advocacy to ensure those updates are being communicated to and recognized by the regulatory agencies.

In addition to fair access to banking, AMOA has also been working to push cash-at-retail legislation. At the time of this writing, the Payne/Smith (NJ)/Garcia (TX) amendment, the "Payment Choice Act," will be an amendment to H.R. 2543. the Federal Reserve Racial and Economic Equity Act, and was scheduled for a vote on the House Floor June 15. It is expected to receive bi-partisan support, as it did when passing out of House Financial Services.

As the Payment Choice Act legislation continues to move forward, we will be reaching out and asking members to reach

out to their legislators requesting them to support this important cash at retail legislation.

#### **PAC donation made** In mid-May, the AMOA PAC



Lori Schneider

A MOA On Campus Program takes place this year Oct. 28-30 at the Westin in Itasca, IL.

Continuing education

As we enter the halfway

point of 2022, AMOA is pleased

to announce its continuing edu-

cation offerings this fall in

Chicago.

made a \$2,500 PAC donation to Congressman Blaine Luetkemeyer from Missouri. Congressman Luetkemeyer's office has worked closely with AMOA since the early days of Operation Chokepoint when members began experiencing bank-account closures. Most recently the congressman was pivotal in getting the updates made to the FFIEC BSA/AML examiner's manual and continues making sure those updates are being recognized by regulators.

The AMOA On the Road Program is a short, highly informative program conducted near a major airport hub for convenient accessibility. This year's program, titled "Well-Connected," will take place just 10 miles outside of Chicago's O'Hare International Airport at the Westin in Itasca, IL, beginning Thursday afternoon, Oct. 28, and all day Friday, Oct. 29.

Thursday afternoon will feature a facility tour of Stern Pinball, and Friday a full day of timely education is planned for attendees with topics to include:

- Keynote Address: "The Champion's Code: Building Relationships through Life Lessons of Integrity and Accountability from the Sports World to the Business World."
- Connecting with Cashless: The Operator's Perspective.
- From Conception to Distribution: The Making of a Pinball Game.

- Mid-Term Election Preview.
- Real Estate as an Exit Strategy/ESOPs and Banking Relationships/Personal Finance Preparation.
- Strategies for Mastering Effective Communication in the Workplace.
- Operator Round Tables –
   Quick-Fire Idea Exchange.
  - And more!

AMOA's Associate Member Product Showcase event returns this year. Connect with industry peers for an evening of "FUN" at this not to be missed event.

For over four decades,

AMOA has conducted its AMOA-Notre Dame Management Development Program, known today as AMOA's On Campus Program. The longstanding program is available to AMOA members and is geared towards both owners and key management.

The AMOA On Campus Program is a two-year, four-session program that takes place in the fall in conjunction with the On the Road Program and in the spring is conducted on the prestigious campus of the University of Notre Dame in Notre Dame, IN.

The On Campus Program this year takes place Oct. 28-30 at the Westin in Itasca. Attendees will participate in On the Road but come in early for a Thursday morning session and stay for an additional session on Saturday morning, Oct. 30, before departing.

For more information or to register for either On the Road or On Campus, please visit www.amoa.com or contact AMOA at 815-893-6010.

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This publication endorsed by the Georgia Amusement and Music Operators Association

## **COAM** calendar

**June 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.

**June 30:** Last day to renew for 2023 licensing period to avoid \$1,000 late fee.

#### - MEETINGS/OTHER -

July 19: COAM Advisory Board, Lottery headquarters, Atlanta Aug. 24-25: Southern Amusement & Entertainment Expo, Gas South Convention Center, Duluth, GA

## Renewal

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only available through an auction process for prequalified participants.

Master licensees can play an important role in helping their locations through the licensing process by reminding them to:

- Pay their taxes and other state financial obligations.
- Apply for correct license (Class B).
- Pay attention to licensing deadlines (see below).
- List all the officers and shareholders on the license application.
- Take time to enter information correctly.

Following are more details on upcoming important dates for licensees.

#### 06/30/2022 (Thursday)

Deadline for master licensees to purchase additional Class A and Class B decals or location licensees to add Class A and Class B machines for the 2022 licensing period (07/01/2021 - 06/30/2022).

This deadline only applies to 2022 COAM licenses.

#### 07/01/2022 (Friday)

Date a \$1,000 late fee will be assessed to location Class A and Class B licenses, master Class A and Class B licensees, and manufacturer and distributor licensees that have not renewed for the 2023 licensing period (07/01/2022 –

06/30/2023). An existing

COAM licensee will not be allowed to apply for a new license to avoid payment of a late fee.

#### 9/28/2022 (Wednesday)

Last day to submit a renewal location Class A and Class B license, master Class A and Class B license and manufacturer and distributor license for the 2023 licensing period (07/01/2022 – 06/30/2023). If a holder of a 2022 COAM license fails to renew their license, or their license application is not approved on or before this date, the person or entity will no longer be allowed to operate COAMs.

All deadlines and more information are available on the COAM website, www.gacoam.com.

# **Swainsboro ordinance limits COAMs to six**

The city of Swainsboro recently adopted an ordinance that restricts the number of COAMs in a location to six.

After a brief negotiation between the Swainsboro city attorney and the legal team with the Georgia Amusement and Music Operators Association (GAMOA), other requirements that were potentially problematic for the COAM industry were stricken from the ordinance. The new ordinance now closely resembles those of Savannah and Macon.

No additional fees will be

charged to the Master License
Holder or the Location License
Holder. A no-fee Amusement Game
Room license is required from the
local government, in addition to the
occupational tax certificate for
those businesses within the city
limits of Swainsboro, the latter of
which is required of all businesses
in the city.

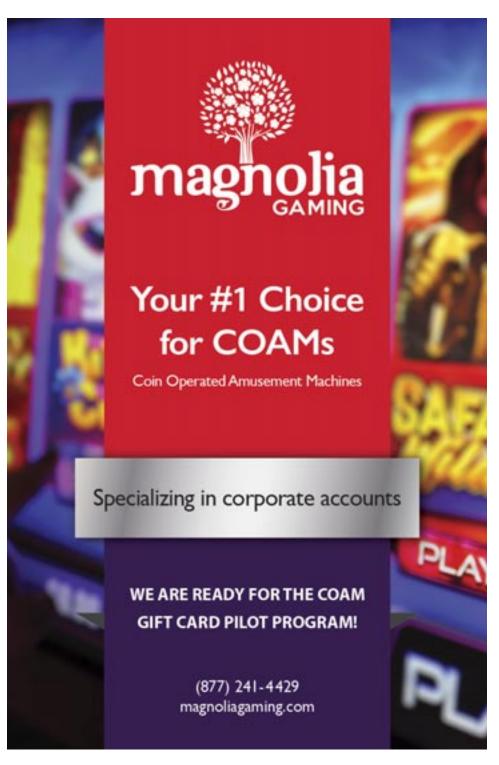
Licensees who have questions on the new ordinance or encounter complications operating in Swainsboro are encouraged to contact GAMOA at 770-408-0384 or christina@gamoa.org.



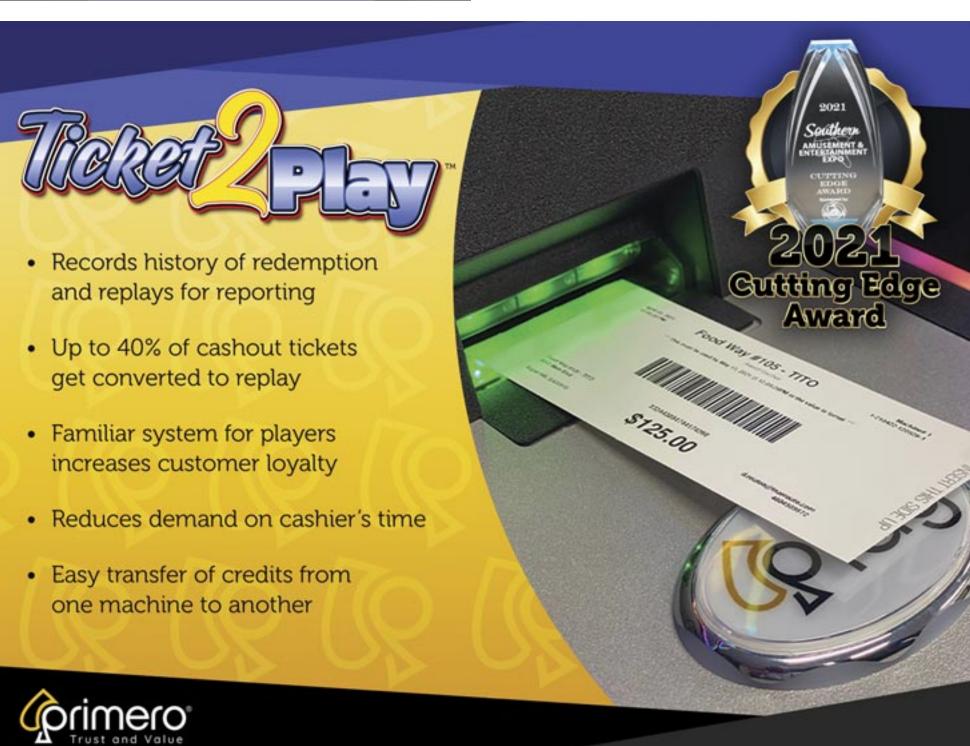




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## **Panel**

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"Right now, we are not afforded that option," she said.

Humberstone thanked the Georgia Lottery Corp., which regulates the COAM industry, for its support of the APA provision in the last General Assembly.

"I do hope we continue to make progress on that front," she added.

Sen. Dixon, a freshman legislator who carried a similar COAM bill to Powell's in the Senate, said he was "very passionate" about passing COAM legislation because he has worked professionally with c-store businesses for many years through his real estate business.

Both Dixon's Senate bill and Powell's House bill included the gift card and APA provisions, increased the value of merchandise for prizes from Class A machines to \$50 from \$5, and exempted fraternal and veteran's organizations from a requirement that locations hosting Class B COAM machines derive at least 50 percent of their income from the machines.

Dixon said the COAM legislation would have been "a win-win for everybody" – players, locations and master licensees – and had the potential to "drastically increase" the funding for the state's Hope Scholarship and other educational programs funded through Lottery revenue.

Powell, who received the GACS Storefront Award earlier during the convention, the association's highest honor, expressed disappointment the COAM legislation didn't pass this year.

"At the end of the day, this work is not getting done for you folks," Powell said. "And it needs to get done. What we need in this state ... is a viable COAM business," Powell said, "that eliminates any possibility of paying out cash money."

#### **Electric vehicles coming**

Powell also carried legislation that would regulate EV charging stations in the last legislative session, though it didn't survive the legislative process either. EV charging stations, he said, could benefit c-store locations because EV customers would shop the stores while their electric vehicles were charging.

"It's a way to expand your revenue base in your store," he said.

Rep. Beverly worked with Powell on that bill, but he said other fuel sources should be considered, as well.

"I think that (EV) is the emerging market," he said. "I think that is where we're heading."

He added, however, that he's

not sure "if that's the right thing to do"

Beverly said he sees an opportunity in alternative fuel and is wary of going "top-heavy" on EV and "pushing alternative fuels to the side."

However, as electric vehicle popularity continues to increase, Beverly said a "real opportunity" exists for c-stores if the industry can find a way to charge for kilowatt hours, as opposed to time at the charging station.

"It starts to level the playing field for everybody," he said.

Beverly noted that during a recent tour on the new Mercedes Benz plant in north Atlanta, the car manufacturer talked about changing its entire fleet to electric within 10 years.

"That's coming," he said. "If we don't get in front of that in Georgia and start thinking about ways in which to incentive your businesses (c-stores) to offset the cost of retooling, we're going to be in a world of hurt."

Sen. Gooch, the GOP whip who sits on the Regulated Industries Committee, which considered the EV legislation, will chair a new study committee to examine electric vehicle issues. He told the GACS audience many EV issues still need to be resolved before legislation is passed, including how it impacts franchise laws. Gooch said Rivian, an EV manufacturer that is building a plant in Georgia, wanted to sell directly to the customer "and not have to go through a dealer."

Another issue, he said, is where charging stations should be located. Convenience stores "sound like a logical place," he said, but they also could be placed at rest stops, hotels and retail stores.

"Thing is, we don't have a plan right now on how we would be able to do that," he said.

The federal government has given the Department of Transportation \$120 million to develop a plan for charging stations, he said. That plan is due back to the federal highway department by Aug. 1, "and that needs to be considered as well in this state," Gooch said.

He said one of the concerns he has with electric vehicle growth is the potential loss of highway funding that is funded by gas taxes. Georgia currently spends about \$3 billion a year on highway and bridge maintenance and construction.

"Most of that money comes from buying gasoline at the gas pumps," he said, with a 50 cents per gallon gas tax.

"This will be a very critical study committee," he said. "We invite you to participate in that process."



**LINDA WATSON** of Aden's Minit Markets, above, addresses a lunch crowd at the closing of the Georgia Association of Convenience Stores (GACS) convention June 7 in Asheville, N.C.. Watson will serve as GACS chairwoman for the next two years. She replaces Grant Schmeelk, below, of Bagwell & Spears.





**JOHN STANISZ**, left, and Sam Westgate of Magnolia Gaming were exhibitors at the GACS convention earlier this month.

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**PATRICK PARKER** of Parker's Convenience Stores, above, was honored by GACS for his longtime support of the association at the GACS convention June 6 in Asheville, N.C.. GACS presented him with the painting. Right, Shawn Fellows of Diamond Amusements received the Supplier of the Year Award during the convention. GACS Executive Director Angela Holland presented the award to him on the first night of the convention, June 5.



Photo courtesy of GACS



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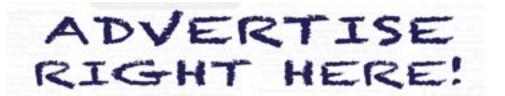
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## COIN OPERATED AMUSEMENT MACHINE LOCATION SWEEP AND MASTER PUSH CALENDAR



#### JAN-JULY 2022 &



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

\*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

## **Keep COAMs connected**

To ensure accurate reporting of financial data to the Central Accounting System, the Georgia Lottery Corporation (GLC) says it is imperative the Location License Holders (LLHs) ensure all equipment remains connected to the site controller and powered up at all times.

The GLC maintains a record of those LLHs that are repeat offenders of failing to ensure the continuous connectivity and operation of Class B COAMs.

Failure to comply with these procedures may result in fines up to \$50,000, suspension and/or revocation of the license.

## **Decommission COAMs correctly**

The proper procedure to decommission coin-operated amusement machines (COAMs) can be found on the COAM Division website, www.gacoam.com. The COAM decommission procedure should be followed when there is:

- A change of master, change of ownership, or cancellation letter received by GLC;
  - A COAM game board swapped out with a different game;
  - A COAM malfunction.

To proceed with the decommissioning:

- 1. Call Intralot before disconnecting the COAMs from a location and removing those COAMs. The Master License Holder (MLH) needs to contact the Intralot Hotline at 877-261-6242 to properly decommission COAMs. The COAMs must be connected to the site controller at this time.
- 2. Intralot will let you know when the COAMs are decommissioned. The Intralot representative will perform steps on the Intralot system that prepares the COAMs for the decommission. Once the steps are complete, Intralot will notify the MLH the machines have been decommissioned.
- 3. Disconnect decommissioned COAMs from the site controller.

Decommissioned COAM(s) now can be removed from the location. It is imperative MLHs follow all operational and technical procedures in order to ensure accurate reporting of financial data to the Central Accounting System.







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