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May 2018

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Journal gaining momentum heading into second year

By Paul Tash

Georgia Amusement Journal

A year ago, the *Georgia Amusement Journal* launched as a monthly publication dedicated to the state's coin-operated amusement machine industry amid a great deal of excitement, a fair amount of curiosity and maybe a bit of apprehension. This month it begins its second year riding a wave of momentum generated from tremendously positive response

and encouragement from industry reps and regulators alike.

The *Journal* is mailed free of charge to about 8,000 recipients, including Class A and B master and location licensees, vendors, regulators, state legislators and others. We have worked very hard to provide industry-related news and features to help all licensees navigate state regulation and run their businesses more effectively and efficiently. The *Journal*

has the endorsement of the Georgia Amusement and Music Operators Association (GAMOA).

The trade journal has provided regular coverage of the GAMOA membership meetings and COAM Advisory Board meetings. The publication has also featured several stories on industry leaders, including GAMOA

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COAM retailers get info

By Paul Tash

Georgia Amusement Journal

An engaged and attentive audience of about 40 retailers attended a seminar May 2 dedicated exclusively to retail COAM issues, especially retail compliance and reporting.

The Georgia Amusement and Music Operators Association (GAMOA) and the Georgia Association of Convenience Stores (GACS) sponsored the seminar, held at the VFW Post 2681 in Marietta. Similar seminars are

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Paul Tash photo

AUCTIONEER Bo Benton starts the bidding for a Class B master license during an auction at

the Georgia Lottery Corp. headquarters in downtown Atlanta on May 3.

Sold! Class B master license sells for \$900,000 at GLC auction

By Paul Tash

Georgia Amusement Journal

A persistent bidder paid \$900,000 for a Class B master license during a public auction run by the Georgia Lottery Corp. May 3 at the GLC headquarters in downtown Atlanta.

About 40 people gathered to watch six pre-qualified bidders participate in the auction, which lasted about 5 minutes with auctioneer Bob Benton presiding. Proceeds go the Georgia's HOPE Scholarship and Pre-K educational programs.

GLC CEO Gretchen Corbin welcomed the bidders before the auction started and praised the state's "partnership" with the COAM industry.

"I appreciate the funding (the industry) has brought to education," she added. "We're excited at the Georgia Lottery Corp. (for the auction)."

John Heinen, senior vice president of GLC's COAM Division, said the auction "provides a unique opportunity" for the winner.

"What a great way to give back to the state and

See AUCTION Page 3



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Paul Tash photos



BIDDERS and spectators, above, wait for the start of the GLC auction for a Class B master license May 3 in Atlanta. GLC CEO Gretchen Corbin, left, welcomes the crowd.

Auction

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have a profitable business," he said.

He said the COAM industry has raised about \$140 million since 2013 for the Hope Scholarship and Pre-K educational programs.

Pre-qualification was required to participate in the auction. To be considered for qualification as a bidder at the auction, a person or

- entity must have submitted a:
- COAM Pre-Qualification Auction Participation Form;
 - COAM Class B Master License Auction Deposit Letter;
 - And a \$100,000 deposit.

The winning bid will be subject to verification. The winner of the license will have their \$100,000 deposit go toward the \$900,000 purchase price. The other five bidders will have their deposits returned. The \$900,000 winning bid does not cover the \$5,000 master license fee.



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Journal Opinion

First seminar for retailers a big hit

By Shawn Fellows
GAMOA President

In the COAM industry, we're always looking for ways to improve the player experience because that leads directly to strong business growth – and to new revenues for the HOPE scholarship and Pre-K education programs. This month, let's turn our attention to the retailers.

All retailers throughout the state should plan this year to attend an outstanding Retail Compliance Educational Seminar presented by the Georgia Lottery Corp. COAM Division. GAMOA and GACS sponsored the first of many of these events on May 2 at the Marietta VFW.

We were excited to see the incredible turnout of retailers. Lottery officials provided a detailed video presentation that covered monthly reporting, the 50 percent rule, the change of Master forms and ways that a retailer can improve the environment for COAMs within their store.

Attendees heard from various department heads about the variety of compliance requirements and got the chance to ask a multitude of questions. Lottery officials gave thorough answers and provided to additional information on the Lot-

tery's COAM website.

I spoke with many retailers afterward and got consistent feedback. One said, "I learned more in two hours than I have over the last three years. And another said, "I can't believe



Shawn Fellows

how helpful the Lottery people were."

Both sentiments prove the seminar accomplished its mission. By providing a proper venue, adequate time and a professional presentation we can improve industry knowledge, compliance and integrity in a single afternoon. That's time well spent, and the first of my suggestions for how retailers can help their businesses this year.

Retailers have the most critical role in increasing the overall profitability of COAMs, as they are the sole source of interaction with the players. The staff can promote responsible play and answer questions for new

Retailers have the most critical role in increasing the profitability of COAMs, as they are the sole source of interaction with players.

players.

Many retailers have already taken the initiative to promote the COAMs within their stores by taking several steps. These include:

- Placing the machines in a location that is inviting to players and creates a space that is both attractive and secure;
- Educating their staff and players on Lottery tickets as a prize;
- Providing high-quality

prizes to the players;

- Establishing a best practice business strategy for staff;
- Working with the Master Licensee to make sure that they have not only attractive COAMs but also the types that are being sought out by players in your area;

Utilizing technology that is now widely available in the market place to increase player loyalty and convenience, such as card systems or remote credit systems. These systems provide a secure method to transfer credits between the COAMs, and many offer reporting systems that will aid them in their monthly COAM reports.

To maximize earning potential with COAMs, locations should become a Lottery retailer. It's a simple process, and Lottery retailers can offer those products as prizes, as well as earn a 6 percent profit on those Lottery sales.

Over the past five years the industry has maintained a steady and healthy growth in net revenues along with dollars transferred to HOPE and Pre-K. The total number of COAM retail locations continues to grow and very soon we will surpass 5,000 retail locations statewide. It's no secret why: COAMs play

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COAM calendar

— REPORTING DATES —

- May 1:** The COAM licensing application (www.gacoam.com) is open for the 2019 licensing period (07/01/2018 - 06/30/2019) for the following:
- Master Class A - NEW and RENEWAL
 - Master Class B - RENEWAL
 - Location Class A - NEW and RENEWAL
 - Location Class B - NEW and RENEWAL
 - Manufacturers & Distributors - NEW/RENEWAL
- Sept. 28:** Deadline to submit a RENEWAL Location Class A and Class B License, Master Class A and Class B license and Manufacturer and Distributor license. If a holder of a 2018 COAM license fails to renew its license or its license application is not approved on or before this date, the person or entity will no longer be allowed to operate COAMs.

— MEETINGS/OTHER —

- June 24-26** GACS convention, Omni Grove Inn, Asheville, NC
June 26: GAMOA meeting, McDonough, Moose Lodge
June 28: GAMOA meeting, McDonough, Moose Lodge
Sept. 12-14: GAMOA Southern Expo, Airport Marriott, Atlanta

Journal

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President Shawn Fellows in our inaugural issue last May, COAM Advisory Board member Emily Dunn in August and new Georgia Lottery Corp. CEO Gretchen Corbin in February.

Wherever the event, the *Journal* was there covering it – the Georgia Association of Convenience Stores (GACS) convention last June in Florida, the GAMOA convention and trade show in September in Atlanta, and the Amusement Expo in Las Vegas in March.

The *Journal* relishes its role as the industry's voice and takes every opportunity to highlight the benefits the COAM industry provides for the Georgia economy, and especially for state education through its funding of the Hope Scholarship and Pre-K program. An amazing story appeared in the November issue revealing how in a matter of minutes industry reps at the GAMOA convention raised \$30,000 for hurricane relief following devastating storms in the Southeast.

And we haven't forgotten the location licensees. The segment called "Retail Matters" features stories relating specifically to c-stores and other licensed locations.

In addition, the *Journal* has published about a dozen features throughout the year on gaming manufacturers and their products. Many of these companies also support the *Journal* through advertising, and we thank them for recognizing its value and growing potential. The *Journal* is on its way to becoming the outlet for companies to promote their products and services to those in the COAM industry. The *Journal* also has a classified-ad section for those who have equipment or other items to sell, employees to hire, or who are looking to buy something specific.

Thank you also to GAMOA President Fellows, Executive Director Christina Kaiser, lobbyist Sheila Humberstone, public relations consultant Brian Robinson, and attorney Les Schneider; Southern Gaming Solution's Lee Hunter; GLC's COAM Division staff, including John Heinen, Mike Parham, Julie Barker, Chris Boncek and Tony Williams; and many others for the time they've spent straightening the learning curve and helping me understand Georgia's unique COAM industry.

So here we are, starting on year two, and I couldn't be more pleased with the journey so far. Cheers to all of you in Georgia's growing COAM industry. I hope you enjoy the *Georgia Amusement Journal* today, and long into the future.

GLC offers strategies to combat theft

Georgia Lottery Corp. news

With COAM revenue at record highs, the Georgia Lottery Corp. thought it would be beneficial to remind Location License Holders (LLHs) of some strategies for reducing or minimizing theft from COAMs. LLHs may find themselves experiencing theft from COAMs and losing a significant portion of revenue made in a day or a week. Following are some strategies to deal with COAM theft.

- **Reduce Trouble by Building Relationships** – LLHs and their employees should be attentive to activity within their location and around the COAMs. Greet people and be mindful of activity around COAMs in an effort to identify any potential security risks. People are less likely to do bad things to people they feel a connection or have a rapport with.
- **Place COAMs in Visible Area of the Business** – If a machine often experiences damage or theft, the

best course of action may be to move the machine(s) to a different location within the business. Place COAMs in an area of the business that can be easily observed by employees helps prevent a lot of damage and destruction as well as theft.

- **Remove Cash Daily** – Another suggestion would be to remove cash from COAMs daily and deposit the funds on a daily basis in their COAM designated bank account and maintain accurate accounting records.
- **Security Camera Installation** – One of the best methods of vandalism and theft prevention may be the installation of a simple security camera in the area. If a particular section of your business is more susceptible to theft, consider better placement of the COAMs. A COAM may be more profitable in a different part of a business location. As a reminder, any movement of COAMs must be coordinated ahead of time between the MLH and Intralot.

C-stores are smoke-free, reminder says

The Georgia Amusement and Music Operators Association (GAMOA) recently sent out a memo to members reminding them that convenience stores are no-smoking facilities.

The 2005 Smoke Free Air Act of Georgia states that smoking shall be prohibited in all enclosed public places in this state.

"Of course, a few exceptions exist," the memo said, "but we don't believe convenience stores fall into an exempt category. We would urge you to advise your locations of this law."

Fines for smoking or allowing smoking inside stores range from \$100 to \$500. In addition, a business that allows smoking in violation of the law can be fined through the injunctive-relief process, where the amount of the fine will be determined by the court, the memo said.

"If customers are violating Georgia's Smoke Free Air Act in your locations, we strongly suggest referencing the Dept of Public Health Guide to Business Owners and placing No Smoking signs where appropriate."

GAMOA

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a significant role in improving overall store profits and daily head counts. By allowing the prizes to purchase items within the store, COAMs increase the total amount of items sold, thus generating another stream of revenue.

Next month we will discuss concepts and technologies being offered by the larger manufacturers in the market. In the meantime, look for opportunities to attend a Retail Compliance Educational Seminar. You won't regret it.

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



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Regulation working five years in

GAMOA leader lauds 'unique' COAM industry

By Paul Tash

Georgia Amusement Journal

In April 2013 the Georgia Assembly passed landmark House Bill 487 that provided for the regulation of coin-operated amusement machines (COAMs) in Georgia.

Five years later, through the collective efforts of a great many, that legislation has yielded an impressive success story – a highly regulated COAM industry comprised of hard-working small businesses that is steadily growing, while contributing millions to the state's Hope Scholarship and Pre-K educational programs.

The five-year milestone was noted by Shawn Fellows, president of the Georgia Amusement and Music Operators Association (GAMOA), at its membership meeting April 26 in McDonough.

"Thank you for working so hard to make it successful," Fellows told GAMOA members. "What we have here in Georgia is unique."

The COAM industry, from master and location licensees to manufacturers and distributors, and the COAM Division of the Georgia Lottery Corp. have worked together to establish a climate for success, but Fellows said industry must continue to improve awareness and education regarding rule compliance.

Toward that goal, Fellows said GAMOA is sponsoring a series of seminars this year for its retail partners to help them understand COAM reporting regulations. The first of three seminars, co-sponsored by the Georgia Association of Convenience Store (GACS), was May 2 (see related story on this page). Fellows asked the Master License Holders "to reach out to your retailers" to urge them to attend at least one of the seminars.

"We want to make it easy to comply," he said, "and avoid a frustrated retailer base."

On another matter, Fellows urged members to attend GAMOA's Trade Show Sept. 13-14 in Atlanta.

"Mark that date down," he said. "We're expanding this year's show."

The show's expanding enough to earn a new name – the Southern Amusement & Entertainment Expo. The Expo will involve more of the amusement industry in the surrounding states to provide more opportunities for exhibitors to



Paul Tash photos

KELLY MACKE, above, CEO of Primero Games, discusses some of the company's new products, including a cashless card system, during GAMOA's membership meeting April 26 in McDonough. Meghan Koransky, business manager for the arbitration firm JAMS, tells GAMOA members about the services her company offers. Primero and JAMS sponsored the meeting.



This election year will be important to the COAM industry, she said, with a governor's race to be decided and several legislative seats up for grabs.

"Make sure we support those who support us," she said. "Get to know your local candidates. Know where they stand."

She urged those in the industry to educate local candidates on issues important to the industry, and "vote for those who understand our issues."

Fellows echoed those comments.

"If you're not registered to vote, register," he said. "Your vote matters, especially in local and state elections."

In other action, Les Schneider, the GAMOA attorney, announced that three members had been nominated for three openings on GAMOA's Board of Directors. They are Fellows, of Diamond Amusements; Vijay Kumar, of Infinity Amusement; and Jamie Boyden, of Lucky Bucks. The three were later approved in the annual election by membership for three-year terms on the board.

Sponsoring GAMOA's May meeting were Primero Gaming, a leading game manufacturer in Georgia, and JAMS, one of four approved arbitration firms in Georgia. As sponsors, representatives of

show and sell more products to their customers.

"It's a much larger show," he said.

The Expo will include multiple breakout sessions and technician training, as the Trade Show has done before. To participate, contact Robert AbouJaoude at robaj@betson.com. More sponsor and exhibitor information can be found on the GAMOA website, www.gamoa.org.

In other GAMOA business, lobbyist Sheila Humberstone reviewed the 2018 legislative action, calling the session "very contentious" overall.

Though few bills this session specifically affected the COAM industry, several bills did relate to its "convenience-store partners" (see a legislative recap in the April issue of the Journal).

Humberstone also reminded GAMOA members that the primary election is May 22, with the run-off election set for July 24.

the companies addressed membership about their products.

Kelly Macke, CEO of Primero, announced the company will be releasing its own cashless card system this summer. The system will be available for all new Primero machines and for retrofit for metal cabinets currently in the market, she said.

The internet-based system will allow players "to have their own personal card to conveniently take credits from machine to machine," she said. (Look for more on Primero's new cashless card system in next month's Journal).

Primero, Macke said, has "spent a lot of time and money on engineering new games to attract new customers," citing the new Rainbow cabinet.

"It's top-of-the-line," she said.

She also said her company has several new titles ready to launch in the market.

"We're trying to get all the information out to you," she said. "We really appreciate your business."

Meaghan Koransky, business manager for JAMS, told GAMOA members that arbitration "can be more effective and less expensive" than lawsuits. She urged members to complete a form to access more information on JAMS.

"We have a really good relationship with Georgia Lottery," she added.

The next GAMOA membership meeting is Thursday, June 28, in the Moose Lodge in McDonough.

Seminar

from Page 1

planned for this year in other parts of the state.

GAMOA President Shawn Fellows welcomed retailers, saying his association represents the Master License Holders (MLHs) that provide "the machines to your stores or retail business."

"We provide advocacy at every level with an emphasis on education," he added.

Master licensees are only "a portion of the COAM industry," he added. GAMOA is working to "develop a unified industry" comprised of "manufacturers, masters, and you as the retailer." The association works cooperatively with the Georgia Lottery Corp. with the overall goal of benefitting the Hope Scholarship and Pre-K education programs in the state, he said.

Angela Holland, executive director of GACS, also welcomed the retailers. She said GACS represents about 1,500 convenience stores in Georgia at the state Capitol and "works in tandem" with other organizations, such as GAMOA, for the "best for small business in the state of Georgia."

"Those who aren't members are welcome to join," she added.

More information on the two industry associations is available at www.gamoa.org and www.gacs.com.

COAMs beneficial

Mike Parham, vice president of the Lottery's COAM Division, led off the educational portion of the seminar.

"Seminars like this help us provide information so we can all increase revenues both for you and for Hope and Pre-K," he said. "We want to educate our licensees on their responsibilities."

He had some simple advice for location licensees.

"As a licensee, you have to read the law," he said.

Parham also outlined the benefits "of having COAMs in your business." Those include:

- Increased traffic at store;
- Increased sales of other store products;
- And substantial commission on net revenue from COAMs, currently 46 percent.

The daily net revenue per machine currently is about \$89, he added, with location commissions totaling about \$313 in fiscal year 2017. Revenue keeps increasing, he said, with totals through April 30 reaching about \$277 million for fiscal year '18, which ends June 30.

"A lot of money can be made," he said.



Paul Tash photo

TONY WILLIAMS, the COAM Division's lead investigator, told seminar participants that not knowing regulations "is not an excuse" for failing to comply with them.

Report monthly

COAM law states that no Class B location shall derive more than 50 percent of its monthly gross retail receipts from COAMs, Parham said, and all Class B location license holders (LLHs) are required to report gross retail receipts for each location by the 20th of the following month.

Licensees (or their accountants and bookkeepers) must provide the required reporting information to the GLC via the online portal at www.gacoam.com.

"Ultimate responsibility (to file) is on the location owners," Parham said. "You can't blame your accountant or bookkeeper."

Failure to file on time is one of the most common compliance issues, he said. He also advised LLHs to have business records available to validate the financial information submitted.

"If you don't have records," he said, "there is an assumption of risk by the license holders."

Parham also reminded licensees that they can't enter information past the 20th-of-the-month deadline. However, he urged location licensees to contact the Lottery if they're late.

"Our job is to do what we can to help you be compliant," he said.

Machine connection

Chris Boncek, senior COAM operations specialist for the Lottery's COAM Division, reviewed the process of actually setting up and connecting the COAM machines.

GLC and Intralot, the company that manages the COAMs and ensures they are connected to the state's Central Accounting System, will coordinate the initial connection of machines with MLHs, Boncek said.

Location licensees, he said, must display the original, "gold-seal" LLH license at the location. He also suggested retailers:

- Place the machines in area of business that can be monitored, in a high traffic area with a clear line of sight "to combat theft;"

- Maintain the machines and other equipment around the machines in order to provide "a clean, safe and inviting environment for the player;"

- Remove cash from the machines at the end of each business day and deposit it to their designated COAM account;

- And maintain machine connection. "The machines must remain connected to all devices at all times," he said.

Customer service

For problems with machine operation, such as a faulty bill acceptor or black screens, location licensees should contact their MLH, Boncek said. If the machines have been disabled by Intralot – for a failed draft or outstanding fine, for example – contact the GCL COAM hotline at 1-800-746-8546.

For extended closure of a business – for a store remodel, for example – LLHs should contact GLC's COAM Division, Boncek said. He also urged retailers to check connectivity or their machines daily.

To cancel a location license, licensees should submit a cancellation request form to GLC, he said. Those forms are available at www.gacoam.com.

Boncek then played actual footage from store surveillance cameras showing thieves taking cash from machines. The video made its point.

"Ensure locks on the machines are secure and proprietary," he said. "Locks are a major component of the machine."

He also urged location licensees "to keep equipment clean, especially the communication equipment," to ensure proper operation and to lessen the potential for electrical fires, rodent damage, and other "hazards."

COAM enforcement

COAMs exist in a "heavily regulated industry," COAM's lead investigator Tony Williams told

seminar participants. And though "serious consequences" are possible for those not complying with COAM law, from fines to license revocation, Williams said state investigators work with retailers to help them comply.

"We will be as courteous as possible," he said. "The more compliance we can get, the more everybody benefits as a whole."

He also urged LLHs "to read the COAM law, rules and regulations ... available on the website." Not knowing the regulations "is not an excuse" for non-compliance, he said, adding, "it's your responsibility" to know the rules.

Every retailer offering COAMs has to be licensed, and that license has to be displayed at the location, he said. LLHs also are required to have a written contract with a Master License Holder, and that contract "has to be on-premise at all times," Williams said.

Williams reminded retailers that machine players cannot redeem winnings for cash, alcohol, tobacco or firearms, only in-store merchandise or lottery tickets. Redeeming properly, he said, "is really important." Prizes may only be redeemed at the location where the games are played, and records of prize redemption should be maintained, he said.

Cashless card systems available now in the Georgia market are great tools to show redemption compliance, said Anita Denny, a location licensee in Covington.

"Those cards solve all the problems," she said.

Fellows reminded retailers that they are required by law to "honor winnings" immediately and suggested they "talk with their staff" about "taking tips without your permission." Inducements between masters and locations are also prohibited, he added.

Retailers must report gross business receipts monthly, Williams said, even if they have zero sales (when they're closed for renovation, for example), if the COAM license is active.

Retailers are also required to advertise COAMs appropriately, Williams said.

"Do not advertise 'casino' or 'Vegas-style' games."

50 percent rule

Retail locations "cannot make more than 50 percent of monthly gross retail receipts at their location from COAM machines," Williams said. A form for LLHs to show compliance with the 50 percent is available on the website.

He urged licensees "to keep documentation" to back up the numbers provided on the form.

"Be as honest and truthful as possible," he said.

Nine-month rule

Julie Barker, the COAM Division's attorney, reviewed the nine-month rule for seminar participants. The rule is meant to restrict a location licensee's ability to change MLHs.

"The applicability of rule depends on change of ownership and operation of COAMs within the location," she said.

Certification forms must be submitted via email to GLC at COAMreporting@galottery.org. Dispute certifications from a master license holder currently associated with a location must be sent to GLC directly from the MLH, she said.

If the nine-month rule does not apply, GLC may be able to approve a change of master licensee, she said. If the rule applies, the LLH must either use the COAMs from the MLH associated with the location, or not have COAMs for nine months from the date of approval of its location license.

"Do your due diligence," she said. "Before you submit a location license, ask questions."

Barker also urged location licensees "to read the COAMs contract with the MLH" because many of the disputes between location and master "derive from renewal disagreement."

"Know how long the term is, and whether the contract automatically renews," she said.

Email Barker at jbarker@galottery.org for questions on the nine-month rule.



Paul Tash photo

MIKE PARHAM, vice president of the COAM Division, talks to location licensees attending the seminar on COAM regulations May 2 in Marietta. The seminar was the first of several planned.

nar on COAM regulations May 2 in Marietta. The seminar was the first of several planned.

Best COAM law

The final presenter at the seminar was Les Schneider, GAMOA's attorney from Wimberly-Lawson law firm. He praised Georgia's COAM law that requires players to interact with the game to win.

"We have the best COAM law in the country," he said.

He urged location licensees to fill out the required forms, including the ST3 sales tax form, timely and correctly. And he urged licensees to make every effort to comply with the 50 percent rule.

COAM business should "melt into the general commerce of your store," he said.

"If it's done right, it can be

good for everybody," he said.

He urged retailers to provide "more transparency" when reporting and to document every transaction and redemption. And he advised retailers not to give cash to a player, under any circumstance.

"Never ever, ever, ever give cash to someone to play the game," he said. "Even if the machine jams."

Cashless card systems are available to track non-cash redemption, he said, and they "make it so much easier."

COAMs done right provide "a nice complement for small business," he said.

"It might start with a Master

bringing you a machine, but it ends with how you interface with the public," he added. "The issue is doing it correctly."

Schneider also praised the Lottery for its efforts in making the industry run successfully.

"The GLC is working very, very hard to help you follow the rules," he said.

In closing remarks, John Heinen, senior vice president of GLC's COAM Division, thanked the retailers for attending.

"We're thrilled that you're all here," he said. "You're doing great. You're breaking (revenue) records every year. Congratulations."

Connect, power up machines

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) ensures 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.

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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Membership Application

Operators, Locations, Manufactures, Distributors & Suppliers

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- Amusement Operator 10+ Employees \$500 GA MLH # _____

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

- Amusement Operator 1 – 20 Decals \$1,000 GA MLH # _____
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- 21+ Decals One-time Payment Quarterly Monthly Number of Decals _____

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Location Membership: (Location License Holders)

- Location License Membership (1-4 Locations) \$100 GA LLH # _____
- Maximum Location License Membership (5+ Locations) \$500 GA LLH # _____

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

- Level 1 Membership Professional Services \$250
- Level 2 Membership Plush & Bulk \$500
- Level 3 Membership Parts & Service \$1,000 GA License # _____
- Level 4 Membership Distributor or Manufacturer \$2,000 GA License # _____

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