



Lottery update

Gift card education on the way

By Paul Tash
Georgia Amusement Journal

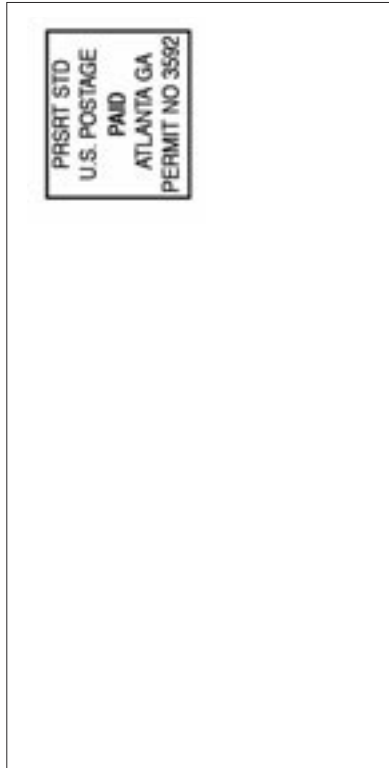
As the July 1, 2026, date nears for major redemption changes, the Georgia Lottery is planning an education campaign for players and licensees to help them through the transition.

Effective on that date, only gift cards (reloadable and non-reloadable), Lottery products and replays will be allowed for Class B redemption.

“We expect an increase in questions (about the changes),” COAM Vice President Mike Parham said during a presentation at the Southern Amusement & Entertainment Expo in August. The number of calls from players about gift cards is already on the rise, he added, as more people use them.

Parham said the Lottery will provide educational materials for players and retailers, which could include more online training

See LOTTERY Page 18



Get ready for ‘Lucky Babies’



Paul Tash photo

PRIMERO CEO Barry Rutherford shows the company’s latest game for the Georgia market – “Lucky Babies Link” – at the Georgia-based manufacturer’s G2E booth Oct. 8 in Las Vegas.

Primero to launch new game

By Paul Tash
Georgia Amusement Journal

Primero Games is launching a new game suite on a new state-of-the-art cabinet in the Georgia COAM market, the Georgia-based manufacturer announced at G2E.

“Lucky Babies Link” will debut on the company’s sleek new RainMaker cabinet that provides an immersive player experience with all the latest features, including a stunning 43” curve monitor,

dynamic LCD button deck with promotional flexibility, and a built-in wireless charging station,” Primero CEO Barry Rutherford said. Lucky Babies Link is packed with Hold & Spin and multi-line games designed to compete with IGT, Aristocrat, and Light & Wonder. The games boast vibrant animation and a “turbo” mode that spins reels at an “exhilarating” pace, he said.

“We’ve really upped our game with the cabinet

See PRIMERO Page 14



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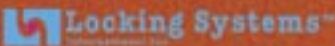
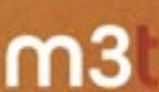


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Wade returns to SGS as account manager

By Paul Tash
Georgia Amusement Journal
Southern Gaming Solutions announced this month that Gina Wade has returned to the company as its new sales account manager.

“Many of you may remember Gina from her time with us in 2016-18, when she was highly regarded and well-liked by customers and partners,” SGS President Angela Whitman said. “Gina was instrumental in building our customer base and developing relationships when IGT was new to the market. She now returns with 15 years of valuable sales experience and a renewed focus on helping our business continue to grow.”
It’s a great time for Wade to join SGS. The company is introducing IGT’s new Winning Touch Georgia game set – featuring six unique and market-attuned themes on the most premium cabinet available in Georgia COAM, the IGT PeakCurve49.

Whitman has said the game is a worthy follow-up to the tremendously successful Price is Right game, which has reached its sunset. She praised IGT’s content team for creating games that have been so successful in Georgia.



Paul Tash photo

GINA WADE, left, returned to Southern Gaming Solutions this month as its sales account manager. She stands with SGS President Angela Whitman and Vice President Bobby Walker at the IGT booth during the Global Gaming Expo (G2E) Oct. 7 in Las Vegas.

“They know the players, they know the market, and they know what they’re doing,” she said.
The SGS-IGT partnership in the last 10 years has developed an excellent reputation for delivering consistent, strong game performance in the Georgia COAM market, dating back to the introduction of the prodiGi Vu cabinet in 2015 and continuing with the Cobalt cabinet today.

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Journal Opinion

State Council Meeting a place to share

Lori Schneider
AMOA Executive Director
Although the government is shut down as of this writing, AMOA continues advocating for our industry as we're able on the "debanking" issue and other pieces of legislation such as the Payment Choice Act and the Safe Access to Cash Act.

Optimize your future
AMOA's On the Road program will be held Oct. 22-23 at the Westin Chicago Northwest in Itasca, IL, and will feature keynote presenter Tony Leone of The Constance Group.

On the Road seminars will help:

- Optimize your portfolio by creating a backup plan.
- Optimize your music and game apps.
- Apply AI to optimize efficiency in your business.
- Optimize risk management with cyber security best practices.

Also planned are industry round tables to optimize your bottom line.

This year's program also



Lori Schneider



features a factory tour to Arachnid 360, legislative luncheon and update from Washington from AMOA legislative counsel, and the Associate Member Product Spotlight event. Program details are available at amoa.com.

The AMOA On Campus Program runs in conjunction with the On the Road event. On

The AMOA State Council Meeting provides states an opportunity to collaborate and share valuable information.

Campus features all of the above sessions plus two more seminars – one that discusses wage and hour law and another that helps "identify and cultivate talent for a lasting legacy."

State Council Meeting
Jan. 28-30, 2026
Orlando, FL

The AMOA State Council Meeting is conducted each year to provide states with the opportunity to come together to collaborate and share valuable information on legislative and

other activity occurring in their respective areas of the country.

Invited meeting attendees include state association executives, state association volunteer leadership and industry partners.

Here are some of the topics to be discussed at the 2026 gathering:

- National Legislative Update – John Russell, DGA Group
- Strategies for Getting Ahead of Issues
- Top Tips to Fortify and Build Your Legislative Relationships
- Empowering States with Ideas for Member Engagement
- Open Forum – Ask your questions and gather feedback
- Gaming Update from Paul Jenson, Taft Law

Program details are available at amoa.com or by emailing Lori Schneider at lori@amoa.com.

Amusement Expo
March 16-19, 2026
Las Vegas – Resorts World
For more information visit www.amusementexpo.org.

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COAM calendar

Oct. 20: Gross retail receipts for July, August and September are due. The gross retail receipts must be submitted electronically through the COAM website at www.gacoam.com. Failure to report on time may result in penalties.

— MEETINGS/OTHER —

Oct. 28: COAM Advisory Board, GA Lottery offices, Atlanta
Nov. 6: GAMOA membership meeting, Hilton Atlanta Northeast
Peachtree Corners, GA

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 the Georgia Amusement Journal, P.O. Box 4307, Butte MT 59702, or email paul@tashcommunications.com. The Journal reserves the right not to print letters it finds objectionable.

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Journal Opinion

GACS helps members offer scholarships

Angela Holland
GACS President

The 2026 GACS Scholarship Program opened Nov. 1 and will close on Jan. 31, 2026! In preparation for another successful program, we want to provide the following information for you to consider.

For several years, the educational foundation has offered the opportunity for members to offer either a piggyback or a sponsored scholarship in addition to the scholarships offered by GACS. A piggyback scholarship is funded by a company for its employees or the children of their employees. A sponsored scholarship is sponsored by a company, but open to applicants from multiple employers (ex., Susie Q's sponsors the Jim Tudor Scholarship).

Piggyback Scholarship

For example, Circle K funds two \$1,000 piggyback scholarships. This means that only Cir-



Angela Holland



cle K applicants will be considered for these two scholarships.

Would you like to fund a scholarship for your employees? It works very simply:

- Contact GACS to fund a piggyback scholarship.

For several years, the education foundation has offered the opportunity for members to offer either a piggyback or sponsored scholarship.

- Encourage your eligible employees to apply before January 31, 2026.
 - Pay GACS Ed Fund for the amount of the scholarship (you determine the amount).
- GACS hires a third-party company to judge the applicants, and the GACS Ed Fund pays all costs associated with choosing applicants, distributing funds, etc.

The scholarship is 100% tax-deductible. GACS Ed Fund will issue proper documentation for tax purposes.

Sponsored Scholarship

For example, Susie Q's, McLane, Anita Glover, and Flowers Bakeries Group all sponsor a scholarship for a deserving student. However, each company may set the parameters from which the winner is chosen. For instance, a supplier company could designate a member type winner, or could use any judging criteria that may be important to them, ie, academics, volunteerism, extracurricular activity, or any other type of mechanism acceptable to our third-party judges.

Are you interested in offering this opportunity to your employees? Act now before time expires! Email Nancy McPherson at nmcpherson@gacs.com to get the process started.

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G2E marks 25th year with 25K guests

Card dealer championship debuts

Marking its 25th anniversary, the Global Gaming Expo, presented by the American Gaming Association (AGA) and organized by RX, welcomed about 25,000 industry leaders and professionals from across the globe, underscoring G2E’s role as the premier industry event driving innovation, collaboration and growth across the gaming industry.

The event kicked off with an inspiring tribute honoring Indian Gaming Association’s longtime Chairman Ernest L. “Ernie” Stevens Jr. and his legacy on both tribal and global gaming. Tuesday’s keynote opened with AGA President and CEO Bill Miller, followed by three one-on-one conversations moderated by Hope King, founder of Macro Talk and events host and moderator for Axios, featuring MGM Resorts International President and CEO Bill Hornbuckle, Flutter Entertainment CEO Peter Jackson, and DraftKings CEO



SKYLINE UNLIMITED’S Brittany Patete shows the latest Novomatic machine at G2E earlier this month. Skyline is the exclusive dealer for Novomatic in Georgia.

Jason Robins.

The event also welcomed impactful education themes discussing emerging topics including the future of gaming, innovation, prediction markets, the integration of AI and the ever-changing regulatory landscape relating to land-based and online gaming, beyond the casino floor. 2025 marked the most successful year to date with various mergers, acquisitions and future partnerships involving the most influential companies in global gaming, according to a G2E news release.

“G2E has firmly established itself as the central meeting point for

the global gaming industry, bringing together operators, suppliers, regulators and the broader industry in the heart of the gaming capital,” said AGA President and CEO Bill Miller. “This year’s show reflected the strength, diversity, and innovation that define our industry – and the collaboration that will continue to propel it forward.”

G2E’s 25th edition hosted visitors from over 120 countries, regions and territories. The show floor featured nearly 400 exhibitors showcasing the latest global gaming technologies and over 100 education sessions.

This year also marked the U.S. debut of the highly successful G2E Dealer Championship, where 34 dealers from around the country competed for the coveted title of “Best Dealer in America,” which went to Elleonor Hoffman from Graton Resort with a cash prize.

“The inaugural G2E Dealer Championship brought an exciting new layer to this year’s event,” said Korbi Carrison, event vice president at RX. “The competition celebrated the incredible skill, precision and showmanship of casino dealers,” she said.





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THE SKILL MASTER PRO team was busy at G2E earlier this month in Las Vegas. First, they visited the Aristocrat manufacturing facility in the city – Skill Master Pro is the exclusive distributor of Aristocrat games in Georgia. Below, left to right, are COO Afshaad Patel, CEO Adam Foust, Adam’s wife Dawn, Aaron Harrison, and Marshall Huff after the tour. At left, several GAMOA leaders visited the Aristocrat booth at G2E. GAMOA Secretary Mark Brooks and President Mike Patel are on the left, while Vice President Salim Khambawala stands between Foust and Huff.

Photos courtesy of Skill Master Pro



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Primero

from Page 1

and Lucky Babies Link,” Rutherford said.

Behind the scenes, Primero’s Hurricane platform powers everything.

“It’s a very stable and powerful platform that we’re really excited about,” he said.

Primero’s game-development studios in Atlanta, Canada, and the UK are all able to create content for the unified platform, which features dual SAS and TITO capability. Rutherford added that the platform integrates easily “with all the different peripherals.”

Another unique development involves cameras in the monitors that can enhance player engagement and improve security.

“Every monitor now comes equipped with a camera,” Rutherford said.

As people walk by, the camera is triggered and the game switches to an “attract mode,” he said, to draw players to the game.

“It’s a pretty cool feature,” he said.

The cameras can also snap photos during suspicious events to improve security, Rutherford

bies Link” debut, Primero recently added four new games into its popular “Piggy Bank Smash” and “Piggy Bank Deluxe” sets. Those new games – Flamin’ Hot 7s, Magic Merlin Spellbound, Arto & the 7 Deadly Spins, and Bar-X Triple Play – are dual SAS ready and compatible with major kiosk



added. He said a potential enhancement in the future in markets outside Georgia involves facial recognition technology that can, for example, help identify under-age players.

In addition to the “Lucky Ba-

suppliers for gift card redemption, Rutherford said. “Piggy Bank Deluxe” with the new games is called “Piggy Bank Deluxe 2.”

Primero has also been busy developing products for markets outside Georgia. Rutherford said the

company recently upgraded its PrimePay Pro ticket redemption kiosk that can redeem paper pull tabs for cash by scanning a QR code.

“You can redeem paper pull tabs right here (at the terminal),” he said.

Primero has sold over 3,000 of the PrimePay Pro kiosks in the last four years, Rutherford said, adding they’re popular with operators because they can “offer something unique that’s not just a game in their location.” In addition, he said, the redemption convenience provided by the kiosk, which eliminates the need for players to deal with a cashier to get their money, has increased game-play volume by as much as 20 percent.

The latest products “exemplify Primero’s constant innovation efforts to provide unique solutions to operations and outstanding entertainment for players,” Rutherford said.

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Lottery

from Page 1

videos, and will update website information on the redemption process. Players should be aware of the importance of keeping gift cards secure and reporting any suspicious activity. Education efforts will include information on how to recognize and report fraud.

Parham also said players should not contact the Lottery initially when they have problems with gift cards (such as incorrect balances or loading issues). For most issues, he said, players should reach out to the business location where the card was purchased or redeemed. If the issue is with the card itself, the player should contact the gift card provider, while the master license holder (MLH) is the contact for location-specific issues.

“The Lottery should be the last resort for player inquiries,” Parham said.

Following is more information regarding gift-card redemption:

- Gift cards must be kept in secure areas (e.g., behind the counter) to prevent theft or tampering.
- Licensees are responsible for ensuring cards are not accessible to unauthorized individuals.
- Gift cards must be redeemed for their full value. Licensees can-



Paul Tash photo

MIKE PARHAM

not charge a fee or withhold part of the value (e.g., giving a \$100 card but only redeeming \$80).

- Any suspicious activity involving gift cards (such as fraud or incorrect balances) should be reported to the Lottery immediately.
- The Georgia Lottery and COAM logos cannot be used on gift cards or player cards without explicit permission from the Lottery.
- Kiosks that dispense gift cards won’t be required on July 1, 2026, though they will be allowed as one of several systems to provide gift cards.

Licensing tips

Though the ability to renew for the 2026 licensing period, which runs July 1, 2025, to June 30, 2026, ended Sept. 29, Parham provided several tips for licensees to improve the renewal process in general.

Class B licensees can now apply for a multi-year license that allows them to extend their license for an additional one or two years upon renewal or issuance. The Lottery is still updating its online licensing system to accommodate multi-year licenses, Parham said, noting that the update “touches each and every screen in our online licensing system.” The online update is scheduled to be completed by next May.

He reminded master licensees that they must still add machine decals annually for each location, even if the license is for multiple years.

Parham also provided the following tips to ensure a smooth licensing process moving forward:

- Licensees must ensure their Department of Revenue (DOR) tax status is clear before applying or renewing a license. Most delays are due to unresolved tax issues or mismatched information.
- Master licensees are encouraged to help locations verify tax status and application details before submission.
- Once approved, licenses and

decals are printed and mailed to the licensee, or they can be picked up. In the future, licensees will be able to print their own licenses online.

- Payment must clear (7–10 days) before licenses or decals are issued.
- Licensees must report quarterly – failure to do so is a major compliance issue.
- All forms must be submitted as instructed, preferably uploaded securely to the website if they contain sensitive information.
- Any changes (store closures, remodeling, etc.) must be reported promptly to the Lottery.
- Masters should maintain communication with locations to avoid equipment being locked in closed stores.
- Decals must be securely attached and visible for inspectors, typically behind plexiglass on the machine.
- If an application is pending due to DOR, the licensee must resolve the issue directly with DOR. The Lottery only receives a “clear” or “not clear” status from DOR.
- If a multi-year license is revoked before the term ends, the licensee will be refunded for the unused years.

In another update, Parham said the installation of new G2S site controllers should be complete by the end of the year.



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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.

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.

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 JULY-DEC 2025 			
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29-Jun-25	05-Jul-25	09-Jul-25	15-Jul-25
06-Jul-25	12-Jul-25	16-Jul-25	22-Jul-25
13-Jul-25	19-Jul-25	23-Jul-25	29-Jul-25
20-Jul-25	26-Jul-25	30-Jul-25	05-Aug-25
27-Jul-25	02-Aug-25	06-Aug-25	12-Aug-25
03-Aug-25	09-Aug-25	13-Aug-25	19-Aug-25
10-Aug-25	16-Aug-25	20-Aug-25	26-Aug-25
17-Aug-25	23-Aug-25	27-Aug-25	03-Sep-25*
24-Aug-25	30-Aug-25	03-Sep-25	09-Sep-25
31-Aug-25	06-Sep-25	10-Sep-25	16-Sep-25
07-Sep-25	13-Sep-25	17-Sep-25	23-Sep-25
14-Sep-25	20-Sep-25	24-Sep-25	30-Sep-25
21-Sep-25	27-Sep-25	01-Oct-25	07-Oct-25
28-Sep-25	04-Oct-25	08-Oct-25	15-Oct-25*
05-Oct-25	11-Oct-25	15-Oct-25	21-Oct-25
12-Oct-25	18-Oct-25	22-Oct-25	28-Oct-25
19-Oct-25	25-Oct-25	29-Oct-25	04-Nov-25
26-Oct-25	01-Nov-25	05-Nov-25	12-Nov-25*
02-Nov-25	08-Nov-25	12-Nov-25	18-Nov-25
09-Nov-25	15-Nov-25	19-Nov-25	25-Nov-25
16-Nov-25	22-Nov-25	26-Nov-25	03-Dec-25*
23-Nov-25	29-Nov-25	03-Dec-25	09-Dec-25
30-Nov-25	06-Dec-25	10-Dec-25	16-Dec-25
07-Dec-25	13-Dec-25	17-Dec-25	23-Dec-25
14-Dec-25	20-Dec-25	24-Dec-25	31-Dec-25*
21-Dec-25	27-Dec-25	31-Dec-25	07-Jan-26*

*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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