



Make it Work in Pennsylvania

Expanding 3 Tier-Based Video Gaming Terminals

Working together to grow businesses, create jobs and substantially increase revenue for Pennsylvania while supporting small businesses and the community.



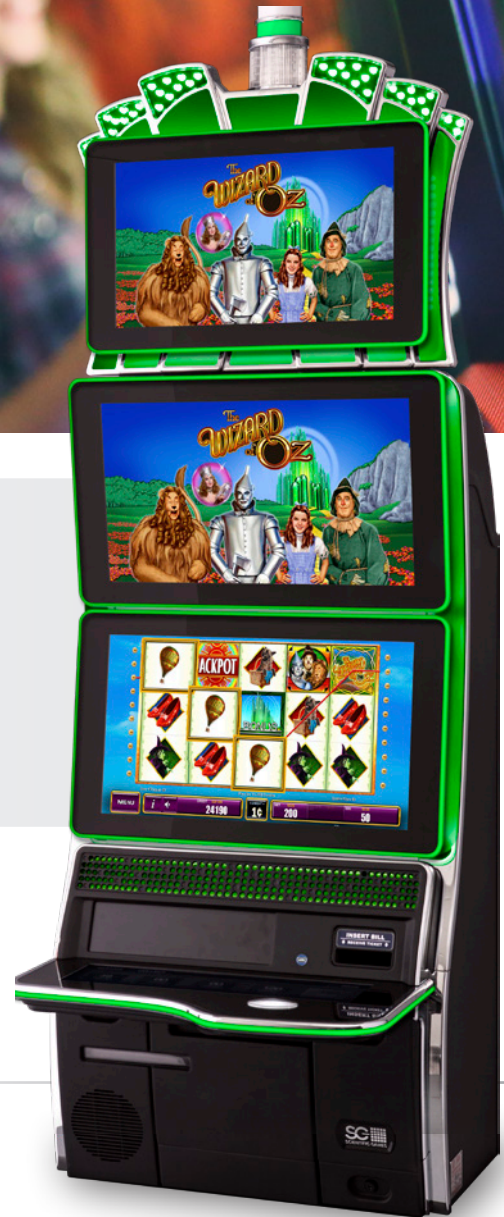


Video Gaming Terminal

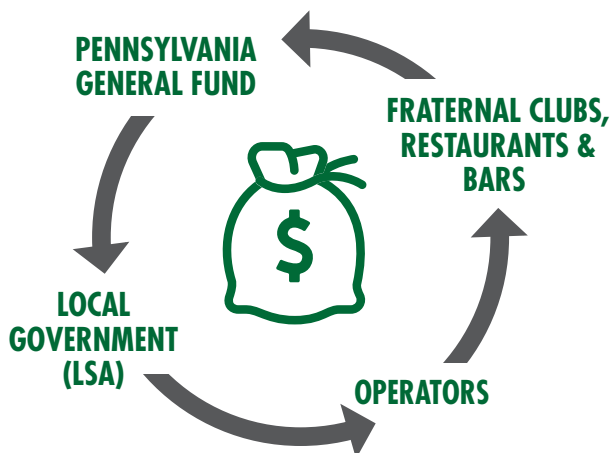
Video gaming terminals (VGTs) are very similar to slot machines you would find in a casino. Each terminal is a standalone device that can be in locations such as restaurants, bars, Veterans Clubs, Fraternal Clubs or various other locations. It is connected to a centralized computer system that monitors all game play and ensures transparency, accountability and accurate revenue reporting.

Professional Operators

VGT Professional Operators are primarily owners of small businesses, many of which are second and third generation. They are a professional and knowledgeable group committed to customer service who exercise a high degree of integrity in their businesses.



The Model That Works...



This same model was successfully implemented in Illinois in 2012. In 2016, VGTs generated over \$1 billion in total revenue without the participation of the city of Chicago. Our model anticipates that all of PA will participate and should generate over \$1.1 billion in total revenue which would then mean as much as \$400 million to the Commonwealth, once fully implemented.

The Illinois model also resulted in VGT placement in more than 60% of potential locations. Non-operator based models implemented in other states have been substantially less successful, with fewer participating locations and far less revenue.

When We Work Together Everyone Wins

Creating Jobs and Sustainable Revenue for the Entire Commonwealth



Supporting Pennsylvania & Local Government

- » Initial returns from VGTs in Pennsylvania truck stops have proven to be significant and are a good indicator of revenue expectations once fully legalized.
- » Once fully implemented, VGTs are expected to generate \$400 million in annual revenue for the Commonwealth.
- » Our proposal is similar to Illinois's operator-based model which resulted in \$56 million for local government.
- » There will be strict oversight from the Gaming Control Board and dedicated funding to help problem gaming.

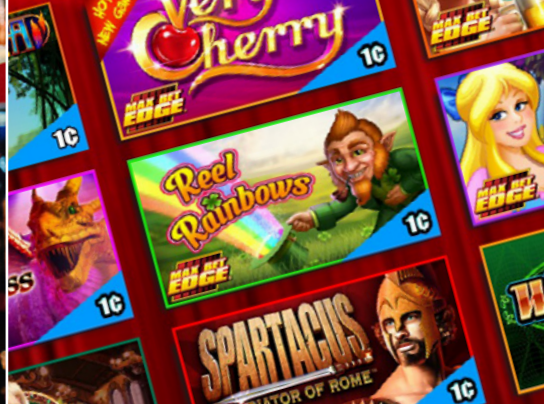
Growing Small Business

- » Locations with VGTs will help grow their business and increase investment.
- » Veterans Clubs, Fraternal Clubs, bars and restaurants, struggling to stay open, will have a new opportunity to stay in business and remain vibrant partners with their communities.



Creating New Jobs

- » Professional Operators, most of whom are family-owned businesses, will easily grow and add jobs.
- » High-quality, good paying jobs for people to install and service VGTs, as well as jobs like construction, delivery and service goods to support the industry.
- » VGTs will create a solid business model that is stable, profitable and valuable.

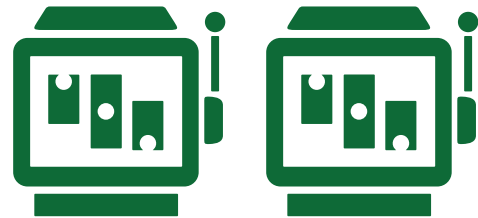


Why it Works



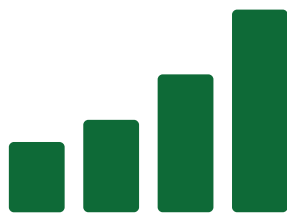
Relationships

Other states, like Illinois, have provided us with real life case studies that prove the legalization of video gaming terminals only works when all partners receive a "fair share."



Commitment

Professional Operators are highly motivated and committed to placing VGTs in every possible location. It is their sole business and it's what they specialize in doing.



Proven Model

In the Illinois model, more than 60% of locations have a VGT. Compare this to the Oregon "Sole Source" model which resulted in less than 35% participation.



Higher Revenue

Legalized VGTs means higher revenue for everyone -- Pennsylvania, local communities and employed Pennsylvanians.

Pennsylvanians and small business owners are relying on YOU to help expand video gaming terminals in the Commonwealth!

www.pavga.org

or contact us by phone at 717-724-9166.

