



These are talking points designed specifically for operators. Please use when talking to legislators about the importance of supporting PA Skill Games and supporting legislation that would ensure only certified skill game operators, such as ourselves, are allowed to operate in and provide further benefit to the Commonwealth.

First things first: Be polite and thank them for the meeting or phone call.

Tell your story:

Discuss your relationship to Pennsylvania Skill and what they have meant to your business. Relate to legislators with points they will care most about.

For example, highlight:

- Success of your company
- Additional jobs brought to the community
- Success stories from your customers (How PA Skill Games saved a business you service?)
- Focus on VFWs, Legions and other clubs that have been assisted

Highlight the PA Skill Games Manufacturing and Jobs Story:

Pennsylvania Skill Games are manufactured in Pennsylvania by Pennsylvanians at the Williamsport manufacturing facility operated by Miele Manufacturing.

Miele Manufacturing is a Pennsylvania company owned by Pennsylvanians and employs nearly 100 Pennsylvanians in family-sustaining jobs.

The manufacturing of these machines requires the support of other Pennsylvania-based businesses for the manufacturing and sourcing of component parts and materials, which in turn employs a significant additional numbers of Pennsylvanians.

On the manufacturing side, Pennsylvania Skill Games enable the employment of hundreds of people within the Commonwealth with good, family-sustaining jobs.

Additionally, Pace-O-Matic, Miele Manufacturing and the companies that support our business have generated significant tax revenue to the Commonwealth over the last several years.

Supporting Local Businesses:

Pennsylvania Skill Games have helped to breathe new life into Pennsylvania bars, taverns, clubs, VFWs and American Legions.

The profits netted from Pennsylvania Skill Games serve as an important lifeline to those small businesses and non-profits; allowing them to continue serving their communities and employ additional hard-working Pennsylvanians.

Pennsylvania Skill Games have also helped coin-operated entertainment game operators, many of whom are Pennsylvania small businesses that were struggling before Pennsylvania Skill Games came to the marketplace.

The significant revenues being generated by Pennsylvania Skill Games is being circulated and reinvested in Pennsylvania companies, products, communities and families.

Legal Games:

Pennsylvania Skill Games are 100% legal.

Pennsylvania's Skill Games legal status was adjudicated by the Beaver County Court of Common Pleas in 2014.

In its decision, the Common Pleas Court ruled that our Pennsylvania Skill Game is a true game of skill, and not a game of chance.

Our team has reported illegal games to law enforcement. We know that individuals who once used illegal machines are now utilizing our legal Pennsylvania Skill Games. Over the last ninth months, we estimate nearly 100 illegal machines are off the streets and have been replaced with legal Pennsylvania Skill Games.

Charities:

Pennsylvania Skill Games have enabled us to launch in Pennsylvania Skill Charitable Giving in November of 2018.

Pennsylvania Skill Charitable Gaming has donated over \$120,000 to local charities including Make-A-Wish, the Salvation Army, Ronald McDonald House, CHOP, little league baseball associations, volunteer firefighters, Project Lifesaver, Girls on the Run, Camp Victory and so many more.