



April 2, 2019

Dear Operator,

Welcome and thank you for attending our Pennsylvania Skill Games Stakeholder Strategy Session. Pennsylvania Skill Games have become an important part of our businesses, communities and families' lives and we appreciate your loyalty. Each and every one of you is a valued member of the Pennsylvania Skill Games family.

The future of Pennsylvania Skills Games is at an important crossroads in Harrisburg. However, Pace-O-Matic, Pace-O-Matic of Pennsylvania (POM of PA) and Miele Manufacturing have been working behind the scenes in preparation for this very moment. As you are aware, Pennsylvania Skill Games are currently one of two legal and adjudicated games in our Commonwealth. To protect our Pennsylvania Skill Games' legal status and solidify our future in the marketplace, we are in the process of creating and implementing our Pennsylvania Playbook. The Pennsylvania Playbook is a strategic plan composed of our lobbying, legal and public relations strategy. We have a dedicated team of lawyers, lobbyists and public relations experts who will be executing our plan.

In the Pennsylvania Playbook packet, we have provided you with today, we include:

- Talking points and a document containing frequently asked questions and answers
- Contact Information for State Legislators
- Memos from our attorneys regarding the legality of our machines
- Information for how to support our Political Action Committee
- Brochures on Pennsylvania Skill Charitable Donations
- Contact Information for our Pennsylvania Skill Team

Additionally, we are going to need your help speaking with our customers. We need you to identify customer success stories we can use with legislators. ***(For example: Did these machines generate revenue that may have helped a customer stay open or hire additional staff?)*** Most importantly, we need your customers contacting state senators and representatives to tell them to support PA Skill Games. Additionally, we need your assistance in getting your customers to collect contact information for players and patrons of their establishments, which

will be used to rally support for Pennsylvania Skill Games. To help in our collective effort, we have also included:

- Petition Sheets to Collect Contact Information of Supporters
- Posters Asking Individuals to Contact Their Local Legislators

We need your help! On May 1, 2019, the Pennsylvania House Gaming Oversight Committee will be holding a hearing to discuss potential legislation to outlaw Pennsylvania Skill Games. We have been invited to testify and will have various experts there to discuss the ruling that determined our games are legal, the hundreds of thousands of tax dollars that have been collected for the federal, state and local governments, the countless ways they are helping Pennsylvania small businesses, clubs, legions and VFWs, the jobs they are creating in our state and the various charities and non-profits that are being supported by the proceeds created by these legal games. Last, but not least, we will discuss the potential benefits to the Commonwealth that may result from having our games fairly regulated.

On May 1, in preparation for the Pennsylvania House Gaming Oversight Committee Hearing, we are asking supporters to join us at our Lobbyists Office at 121 State Street, Harrisburg, PA 17101 at 7:30am in preparation for the hearing at 9:00am.

On May 7, we will have a PA Summit Meeting from 11am-5pm with a legislative reception to follow from 6-8pm. This is an opportunity to meet with the entire legislature to discuss how transformative Pennsylvania Skill Games have been for our companies and communities and why they must vote to keep Pennsylvania Skill Games legal.

We are in a fight for the future of Pennsylvania Skill Games and we humbly ask for your help.

Sincerely,

Lou Miele,
President, Miele Manufacturing