

Testimony of Steve Fritz – President
Pennsylvania Amusement and Music Machine Association (PAMMA)
Owner Staff Amusements – Franklin County

House Gaming Committee
Public Hearing – February 12, 2015
Operator Based Video Gaming Hearing

Good morning Mr. Chairmen.

My name is Steve Fritz and I own and operate Staff amusements. I purchased the business in 1988 after being an employee of another company for many years. Before I bought Staff, it was owned since 1961 by Clyde "Ike" Laughman. I worked with Ike for many years, and am now partners with his daughter. I reside in and have my business in Franklin County. Staff Amusements, and its 13 employees, are responsible for purchasing, placing, moving, fixing and collecting on numerous amusements, placed in Bars and Clubs, throughout central Pennsylvania and Northern Maryland. My family owned business, like many other Pennsylvania operators, have expanded into darts, pinballs, jukeboxes and tabletop bar games. Staff Amusements was partly responsible for making darts so popular in central Pennsylvania. We now operate leagues, including virtual leagues that unite players and develop competition across the Commonwealth.

My business is like any other family business. It has been both enjoyable and a struggle at times. In the 1980's and early 90's amusements were very popular. In the late 90's and 2000's it has been a bit of a struggle. Along with our Tavern's and Club, we have faced difficult challenges over the past decade. I've found, along with my colleagues, that people simply do not go out as often due to tight personal budgets. However, we have done our best to offer safe family fun for patrons to enjoy at our "locations." Just like every small business, you either adapt or shut your doors. Many operators have shut their door, but I, along with my employees, are proud to say we have not.

Mr. Chairman, I am here today as President of Staff Amusements. And, I am here today as President of the Pennsylvania Amusement and Music Machine Association (PAMMA). Our Association advocates on behalf of more than 65 Pennsylvania operator businesses. We estimate there to be 125 operators in the Commonwealth. PAMMA partners with the Amusement and Music operators Association on issues like this. We believe, after looking at models elsewhere, we are a very legitimate option for increased state

revenue for your consideration in the coming weeks and months. There may be a handful of options, but we believe that ours has a proven model and would provide the Commonwealth the ability to knock out an existing untaxed, unregulated and unwise way of doing business today. PAMMA's suggestion – replace the 40 to 50,000 illegal gaming machines in the commonwealth today with 25 to 30,000 taxed and regulated machines this year.