



Thank you Chairman Petri, Chairman Harkins, and the members of the House Gaming Oversight Committee for the opportunities to testify in support of House Bill 1010. As a video gaming business owner for over 20 years, I've seen the tremendous positive impact in job creation, tax revenue, and business opportunity similar programs produced in Illinois, Oregon, Louisiana, West Virginia, South Dakota, and Montana. Given my experience, I'm convinced Pennsylvania will see similar benefits.

I'm the owner of Commonwealth Gaming, a prospective Video Gaming Operator in Pennsylvania. In 2010 I started one of the largest video gaming operations in Illinois, Prairie State Gaming, which I sold to Penn National Gaming in 2015. I also own a video gaming operation in Louisiana, and founded and ran companies licensed by New Jersey, Nevada, California, Oklahoma, and several other states. I use many of the leadership principles learned from my active duty service in the US Army to operate our successful video gaming businesses.

Illinois is a fantastic case study for Video Gaming in Pennsylvania. Since 2012, video gaming in Illinois has produced nearly 10,000 direct jobs and 23,000 indirect jobs as operators like me purchased video gaming terminals, installed them, and serviced them.ⁱ My Illinois company employed just over 75 staff members, many returning combat veterans, in great paying jobs that would not exist without video gaming. Video gaming has made a significant difference to 5,700 local businesses across Illinois, as the extra income has allowed them to hire new staff, expand, and even open new establishments.

Illinois video gaming produced \$322 millionⁱⁱ in new tax revenue during 2016, far exceeding projections. In 2012, the last year before video gaming, tax revenue from casino gaming totaled \$574 millionⁱⁱ. By 2016, casino and VGT tax revenue skyrocketed to nearly \$800 millionⁱⁱ, proving video gaming is growing the gaming market in Illinois. Pennsylvania, with a similar population but greater opportunity for taverns and restaurants than Illinois, should see even stronger VGT tax revenue.

As an Army veteran and member of both the VFW and the American Legion, I am happy to see the bill provides the opportunity for these organizations to carry out their charitable missions. I've seen veterans clubs in Illinois significantly increase their outreach to fellow veterans and their communities using video gaming revenue. After the advent of video



gaming, an American Legion we served no longer sought donations of old coats for the local homeless shelter. Instead, they provided new, properly sized coats using their new video gaming revenue. Fraternal clubs around the state made similar donations. The positive impact on fraternal and veterans club community service is a little mentioned, but extremely important, positive result achieved by video gaming.

In my experience, video gaming is a proven job creator, tax revenue generator, and economic development tool focused on small business. Our own company is already proof of this. We've already hired 11 Pennsylvania employees working to educate establishment owners on the benefits, and responsibilities, of video gaming. We look forward to growing a large scale, long term business in the Commonwealth.

Thank You

A handwritten signature in black ink, appearing to read "Rob Miller", with a long horizontal line extending to the right.

Rob Miller

CEO, Commonwealth Gaming

ⁱ Illinois Gaming Machine Operators Association Economic Impact Study. Union Gaming Analytics. May 2015. http://igmoa.org/wp-content/uploads/2015/03/UGA-IGMOA-Economic-Impact-Study_FINAL-short-form-released.pdf

ⁱⁱ Illinois Gaming Board <https://www.igb.illinois.gov/>