

ICMOA Government Affairs Committee

Is
State
Gov't
in
Your
Pocket
More
Than
It
Should
Be?





ICMOA Government Affairs Committee

Mission Statement

To represent ICMOA in regard to all government issues.

To be prepared to explore all coin-op issues that would be affected by an Illinois government action, and to support and propose legislation beneficial to the industry.



ICMOA Government Affairs Committee Goals

1. Work with lobbyists as directed by them.
2. Keep state license fees / taxes from increasing
3. Educate members on a continuing basis.
4. Pass legislation defining SKILL.
5. Pass legislation increasing redemption prize value to \$25.
6. Be prepared for omnibus gaming bill.
7. Prepare a marketing plan for fund raising.
8. Become pro-active on adverse legislation.
9. Become responsive to state issues.
10. Ensure that the main focus of Government Affairs is to cover all legal aspects of the coin-op industry.



Your Government Affairs Team

Zack Stamp

Tom Cullen

Joe Berrios

Sam Panayotovich

Zack Stamp



Practice Areas

Governmental Affairs
Insurance Law
Regulatory and Compliance Law

Education

Southern Illinois University, Juris Doctor
Western Illinois University, Bachelor of Arts

Bar Admissions

Illinois

Experience

Chair, Board of Trustees, Western Illinois University
Member, Governing Committee of the Illinois Mine
Subsidence Insurance Fund
Member, Illinois FAIR Plan Association
Director of Insurance, State of Illinois
Director of Legislative Affairs, Gov. James R. Thompson
Member, Senate Republican Staff, Illinois General
Assembly
Judge - Illinois Court of Claims
Acting President/CEO of Kemper Ins. Group (9/04-1/05)

Professional and Civic Activities

Member, Federation of Regulatory Counsel
Member, Illinois State Bar Association
Member, Board of Directors, Illinois Channel
Member, Leading Lawyers Network
School Board Member, Pleasant Plains School District
- President
Chairman - 62nd Annual Lincoln Pilgrimage
Insurance Company Boards -
Affirmative Insurance Holdings, Inc.
American Manufacturer Mutual and
Lumberman Mutual (Kemper Group) (2003-2006)
Bond Safeguard Insurance Company
Insura Property & Casualty Insurance Company
Podiatry Insurance Company of America (PICA)
Warner Insurance Company (2001-2005)

Publications

Author of three articles in Best's Review -
Property/ Casualty Edition - *State Regulation of
Insurance: Can We Be Saved From Ourselves*,
October 1990; *A Modest Proposal*, January
1991; and *Can We Talk*, July 1993.

Mr. Stamp is the principal partner in
the firm of Zack Stamp, Ltd. His practice
focuses on the areas of representing clients
with interests before the Illinois General
Assembly and Illinois Department of
Insurance.

As Director of Insurance, Mr. Stamp
was active in the NAIC. During his tenure,
Illinois implemented mandatory auto insurance
and the Comprehensive Health Insurance
Program (CHIP) which he chaired.

He served three years as Governor
Thompson's Director of Legislative Affairs. In
this position he was responsible for
coordinating the Governor's interaction with
the General Assembly and overseeing the
legislative activities of the departments and
agencies under the office of the Governor.

In addition, Stamp served on the
Senate Republican Staff from 1980 through
1985, holding a number of different positions,
including staff for the Insurance Committee,
Assistant to the then Minority Leader James
"Pate" Philip, and General Counsel.

ZACK STAMP, LTD.

Attorneys at Law

601 West Monroe Street
Springfield, IL 62704
217-525-0700
Fax 217-525-0780

20 S. Clark Street, Suite 1810
Chicago, IL 60603
312-726-5462
Fax 312-236-6623



Cullen & Associates

409 Jackson Parkway Springfield, Il. 62704

217.744.2511 217.744.2533 fax

Tom Cullen

Thomas J. Cullen is the principal partner of Cullen and Associates. He has 19 years of experience in Illinois politics. Cullen founded his firm in 1999 after a successful run as Director of Issues Development for Illinois House Speaker Michael J. Madigan.



Cullen worked for the Speaker from 1987 thru 1999. He supervised a staff of over 60 and worked for every member of the House Democratic Caucus. Cullen also headed the political operation for the Democratic Caucus overseeing successful campaigns in 1992, 1994, 1996 and 1998.

He worked extensively on the election effort of Attorney General Lisa Madigan and worked as an area coordinator for Governor Rod Blagojevich.

Cullen serves on numerous boards and Commissions.

He and his wife Lori have 2 children and live in Springfield, Il.

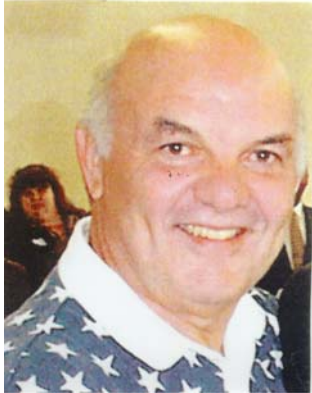
Besides the Coin Operators, Cullen's other clients include, RJR Tobacco, PepsiCo, ServiceMaster Corporation, The Pharmaceutical industry trade group PHRMA, and AT&T to name a few.

Berrios-Panayotovich Consultants

Sam Panayotovich

10010 Lakeview Court, Palos Park, IL 60564

708-448-2288



Sam is currently a consultant working with Berrios-Panayotovich Consulting, Inc. A position he has held for several years. He is also president of Consulting Marketing, Inc.

Sam was the Director of the Illinois Liquor Control Commission from 1992 to 2000. The commission is the state's regulatory body, which monitors the compliance and noncompliance of liquor manufacturers, distributors and retailers. It is the lead agency in developing a strategy for reducing the availability of tobacco products to minors.

From 1983 to 1989 Sam was a member of the Illinois General Assembly. He was elected to three terms as State Representative for Chicago's Southeast side.

His governmental appointments include: Illinois Port Authority, Illinois Economic Board, National Labor Board, Chicago Transit Authority Board, and twice appointed as Director of the Illinois Liquor Control Commission.

He understands the business owner as he has owned the following establishments: Milan's Pub, Chicago; Barney's Market Club Restaurant, Chicago; Play It Again , Sam Restaurant, Springfield.

Sam has taught government and business courses at the high school and college level. He has received special recognition as follows: Outstanding Freshman Legislator by the Illinois Police Association., and the Illinois Reporter, Outstanding Legislator by the Illinois Wildlife Association, Illinois firemen's Association, Illinois Fraternal Order of Police, Lion's Club International, and the National Special Olympics.

Sam resides in Palos Park with his wife Cindy and sons Sam and Adam.

Berrios-Panayotovich Consultants

203 N. LaSalle St., Suite 2100
Chicago, IL 60601

312-735-5317



Joe Berrios

Joe Berrios has a very impressive educational background. He received a Bachelor's Degree in Business (Accounting) from the University of Illinois. He then went on to graduate from both the Real Estate School of Illinois and the Insurance School of Illinois.

He was a real estate broker from 1989 to 1991 with Red Carpet Berrios/Batsakis, Inc. He is a lobbyist with the firm of Berrios-Panayotovich Consultants as well as President of the J.B. Insurance/Consulting, Inc.

He became a Commissioner of the Cook Country Board of Review in 1988 and continues to hold that position. His background in business and government gives him a keen perspective on the activities of state government and its effectiveness.

RAYMOND SHROYER

Chairman, ICMOA Government Affairs Committee

Ray Shroyer is the owner of Metro Amusements, Streator, Illinois. He began in the amusement business in 1963 in Chicago. Metro manages coin-operated music and amusement equipment, including jukeboxes, pinball games, pool tables, dart games, electronic golf games, video games and novelty amusements. Shroyer's company has equipment located in several Illinois counties including LaSalle, Kendall, Bureau, Livingston and Grundy. The company has 18 employees. A Sandwich resident, Ray Shroyer has owned Metro Amusements since June 1984. He is married and has 8 children, 11 grandchildren and 1 great-grandchild.

Shroyer has a 42-year military background. He saw active duty with the Army National Guard during the Cuban Missile Crisis. His years of service included working in Aviation Intermediate Maintenance (AVIM Unit) as First Sergeant. He spent 21 years working in the Chicagoland area on Nike Missile Sites and also served in the Military Police. After retiring from the Army, he served in the Army Reserves at Fort Hood, Texas on the General Staff.

Ray has served on the board of the Illinois Coin Machine Operators Association (ICMOA) for many years. He is a Past President and chairs the Legislative & Government Affairs Committee. His work includes tireless efforts for the ICMOA PAC, its annual reception, the Annual Conference, and a new Technical Education Program. In 2001 he received the ICMOA Distinguished Service Award and in 2003 the President's Award. He serves as a Vice President of the national Amusement & Music Operators Association (AMOA), where he chaired the Affiliated States Committee. He has chaired AMOA's prestigious management development program at Notre Dame University, South Bend, Indiana. This program offers a tailored curriculum for owners, managers and others engaged in the coin machine business. Ray received his Notre Dame Certification in 1992. He is currently the President of the Class of 2008 board members. He has been a member of the AMOA board for a total of 12 years.

The recipient of the *2001 Operator of the Year Award*, Shroyer was chosen from among 8,000 operators throughout the United States. His choice was based on his many years of work on behalf of the entire industry. The coin-operated entertainment business is a \$7 billion industry throughout the United States according to *Play Meter Magazine*, which sponsors the award.

Ray has been a longtime champion of the cooperation between the coin-op industry and government. He works tirelessly towards ICMOA becoming known and understood by Illinois Legislators and Officers.



Government Affairs Committee

Accomplishment

Just a few years ago, the lobbyists and consultant received word that the Governor was attempting to raise the state license fee for coin-op equipment to \$150.

That was later reduced to \$100. The lobbyists and consultant continued to fight an uncalled for increase of this size.

They were successful in keeping the increase from \$15 to \$30, rather than the exorbitant \$100.

However, just before midnight on the last day of the session, the governor was quietly back with his \$100 fee per game. Our lobbyists and consultant, with their excellent connections, heard about this effort. They went to the leaders and had it returned to \$30.

As a result state license fees are only \$30 for each game. They in effect **saved you \$70 per license.**

We think they are worthy of their fees (which have been reduced), and ask that you help finance this expense. They are continually looking out for your interests.

Help us keep this strong, vital team!



Your Government Affairs Committee at Work

Below is legislation approved by House & Senate and signed into law by the governor in 2006. This law permits a transparent covering over licenses (tax decals). It means that the ILCC can no longer write up machines with this safety measure.

Public Act 094-0742

SB385 Enrolled

LRB094 09661 MKM 39916 b

An ACT concerning Regulation

Be it enacted by the People of the State of Illinois, represented in the General Assembly:

Section 5. The Coin-Operated Amusement Device and Redemption Machine Tax Act is amended by changing Section 3 as follows:

(35 ILCS 510/3) (from Ch. 120, par. 481b.3)

Sec. 3. Transfer of decals; affixing decals.

- (1) All privilege tax decals herein provided for shall be transferable from one device to another device. Any such transfer from one device to another shall be reported to the Department of Revenue on Forms prescribed by such Department. All privilege tax decals issued hereunder shall expire on July 31 following issuance.
- (2) All privilege tax decals must be securely affixed to the device. A decal that is attached to a device behind a transparent plate or covering that is screwed, bolted, or otherwise securely fastened to the device is deemed to be securely affixed for the purposes of this Section.

(Source: P.A. 93-32, eff. 7-1-03)

Section 99. Effective date. This Act takes effect upon becoming law.



Statements of Support by Members

“The Government Affairs Committee has saved me a lot more money in one year than I have contributed for the last ten years.”

John Neville, Blackhawk Music, Sterling, Illinois

“The Government Affairs Committee and the lobbyists are one of the best insurance policies that we have to represent our organization and prevent harmful consequences to our members. We spend thousands of dollars buying liability insurance for our companies. Donating to this committee is insurance against government abuses of our industry.

You can’t retain these lobbyists after a disaster hits our association—not without great financial cost and probably not at all. We should all get behind this effort and these lobbyists & consultant.”

Larry Hartley, Hartley Amusements, Peoria, Illinois

Recently the governor promoted raising the coin-op license fee (tax) to \$100 per game. Our lobbyists knew the right people to go to. Instead the increase was held to \$15 making the total fee per license \$30. That’s a **\$70 savings per license.**

How many licenses do you buy every year?



Reasons to Support ICMOA

- The Government Affairs Committee Protects Your Business.
 - An Insurance Policy & \$70 per license savings.
 - If you fail to invest in the future of the industry, the government will help the industry to fail!
 - Think of all the legislation we haven't had to fight because of the work of the lobbyists.
- ICMOA stays on top of industry changes.
- ICMOA Tournaments help increase your business.
- ICMOA Educational Seminars helps you understand the latest in the industry and government.
- ICMOA PAC (Political Action Committee) supports legislators.
- ICMOA keeps you informed with the Coin Drop Newsletter.



Join ICMOA Today

If you aren't already a member, join today.

A membership application is included here.



Illinois Coin Machine Operators Association

P.O. Box 167

Morris, IL 60450

Ph: 815-416-0741 Fax: 815-364-0364 www.icmoa.org

Membership Application

Representative: _____

Company: _____

Street Address: _____

City: _____ County: _____

State: _____ ZIP _____

Phone: (_____) _____ Fax: _____

Email: _____

MEMBERSHIP FEES

I hereby apply for membership in the Illinois Coin Machine Operators Association.

_____ Operator.....	\$300 per year
_____ Distributor.....	\$380 per year
_____ Manufacturer.....	\$400 per year
_____ Supplier.....	\$200 per year

Sponsored by _____
(Required) Member Company

My check is enclosed for the membership fee.

Signed _____ Date _____

This application is subject to the approval of the Board of Directors of ICMOA

Thank You!

Tournaments....Newsletters....Technology....Education....Networking....Representation



ICMOA Government Affairs Committee

P. O. Box 216
Sandwich, IL 60548
adonna@icmoa.org

630-546-1280

Donation Form

Manufacturers, Distributors & Suppliers

Name _____

Company _____

Address _____

City, State, ZIP _____

Phone _____ Fax _____

Email _____

Donation Amount: \$ _____

Donated Item for Fundraising Auction:



Government Affairs Committee

ILLINOIS COIN MACHINE OPERATORS ASSOCIATION
P.O. Box 216 • Sandwich, IL 60548 • 630-546-1280 • Call for Fax
adonna@icmoa.org

Operators - ICMOA Donation for Government Affairs Committee

<u>Number of Illinois Machines</u>	<u>Suggested Monthly Donation</u>
250 (or less)	\$100
500 (or less)	\$300
750 (or less)	\$500
1,000 (or less)	\$750
1,500 (or less)	\$1,000
2,000 (or less)	\$1,250
2,500 (or less)	\$1,500
3,000 (or less)	\$1,750
3,500 and up	\$2,000

Receipt upon request

One Time Donation: \$ _____ or _____ invoice me monthly

Name: _____ Phone: _____

Company _____ Fax: _____

Address _____

City, State, ZIP _____

Email (to notify you of important issues quickly) _____

Payments or contributions to ICMOA Legislative & Government Affairs are not deductible for Federal Income Tax purposes as charitable contributions, or as a business expense, because these monies are used for lobbying purposes.

Be generous....Help us keep up the good work.

Reminder: Keep in contact with your State Senator & Representative.

You can find out how to contact these people (based on your address) at:

<http://www.elections.state.il.us/DistrictLocator/SelectSearchType.aspx>