

# THE SPEAKS

HOW *Queen of Virginia Skill and Entertainment* IS HELPING VIRGINIA LOCALITIES AND SMALL BUSINESSES THRIVE

## QUEEN OF VIRGINIA IS A "HIT" WITH PATRONS AT HOPEWELL BOWLING CENTER

**S**teve Nugent stands next to his Queen of Virginia skill games and smiles.

Each month, the two terminals net his business, Hopewell Bowling Center, between \$750 and \$1,000.

Born and raised in Hopewell, Nugent counts on the additional income to pay employee wages and keep business thriving inside the bowling alley, an institution in the city since 1955.

"Since we installed the Queen of Virginia games in February, they've been a huge hit," says Nugent. "Now people come into the bowling center and go straight for the machines. But that means they also spend additional money on food, beverages and bowling." All the extra purchases have meant more tax revenue for the city of Hopewell and the state.

Nugent says the men and women who play Queen of Virginia Skill come from many walks of life: lawn care professionals, painters, waitresses, people who work in the city's downtown and others.

"Queen of Virginia has quickly become a big part of our business," he says. "I hope the terminals stay in our bowling alley for years to come."



“Queen of Virginia has quickly become a big part of our business.”

**Steve Nugent**  
OWNER, HOPEWELL BOWLING CENTER



*Mike Wilson Runs the Break Room in Virginia Beach.*

## "QUEEN OF VIRGINIA SKILL GAMES ARE GOOD FOR MY BEACH BUSINESS"

**O**n what would normally be a slow Monday afternoon, five chairs at Mike's Break Room off Princess Anne Road in Virginia Beach stay filled.

They are the ones in front of Queen of Virginia terminals where customers who are finished work or waiting to report play a sophisticated form of tic-tac-toe, paying close attention to symbols on a screen so they don't miss a chance to score "three in a row" to add to a running cash total highlighted in the right bottom corner of each screen.

**BEACH BUSINESS** *continued next page*

*Queen of Virginia Skill and Entertainment*

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# THE QUEEN SPEAKS

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## BEACH BUSINESS *continued*

Mike Wilson worked for nearly four decades for Southern Amusements, a game distributor, before becoming a proprietor himself. In 2012, he bought and renovated a pool hall near Tidewater Community College, updating many furnishings, and this past January, agreed to be the first bar in the area to host Queen of Virginia.

"It's been a plus," he says, attracting gamers looking for an hour or more of casual entertainment while they sip on a beer or nibble on appetizers or a sandwich. "We have to sell a high percentage of food to satisfy the ABC people so if we can keep them here longer, they will order from the menu."

For Mike Wilson, Queen of Virginia is a bonus for his bottom line in an industry with many rivals for the leisure dollar. "Our folks love it, and for that reason, so do I."



*Queen of Virginia Skill and Entertainment bases its products on proprietary technology developed by Pace-O-Matic of Norcross, GA. In 2017, company representatives held multiple meetings with Virginia ABC, which concluded, based on a rigorous study conducted by Eclipse Compliance Testing and a prior Pennsylvania Court ruling, that the games involve "predominate skill" rather than "chance," which is not permitted under Virginia law. A Virginia Attorney General review came to the same conclusion.*



“I’m a big fan, and the results speak for themselves.”

**Rodney Wilson**  
OWNER, C&L AMUSTMENTS

## CENTRAL VIRGINIA GAME DISTRIBUTOR LIKES WHAT QUEEN OF VIRGINIA IS DOING FOR HIS CUSTOMERS

Rodney Wilson is happy to be in the Queen's Court. As owner of C&L Amusements in Hopewell, the gaming operator has 62 Queen of Virginia skill terminals in bars and restaurants in that city, as well as in Henrico, Chesterfield and Hanover Counties.

So far, the early returns are positive.

"The games have been a shot in both arms," says Wilson, generating such great revenue that he's about to hire his daughter full time.

Plus, Queen of Virginia is a big win for his customers too. One owns a popular truck stop, and all the extra business and foot traffic has helped him become a leading seller of lottery tickets in Virginia.

And, of course, all the additional gaming means more tax revenue for the localities and the Commonwealth.

"Queen of Virginia Skill is making my restaurants and other entertainment attractions become more comfortable in their businesses," says Wilson. "I'm a big fan, and the results speak for themselves."



*Queen of Virginia Skill Offers Several Game Options.*

*Queen of Virginia Skill and Entertainment*

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