

# Appendix VI

## COAM Industry

### “Making Progress & Moving Forward”

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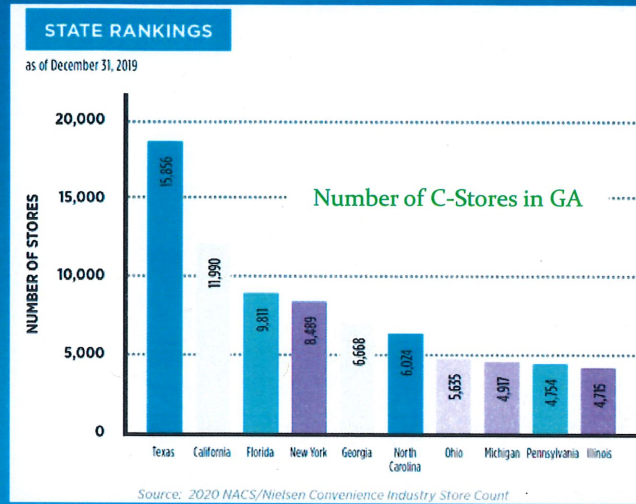
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## COAM Industry

- ✓ The size of the Convenience Stores (C-Store) industry
- ✓ Economic contribution made by the C-Store to the Georgia economy
- ✓ Nearly 2/3 of the C-Stores offer COAMs at their location
- ✓ Independent C-Stores are the workhorse of the COAM industry
- ✓ United C-Stores is a leading trade association dedicated to advancing the needs of the independent c-stores owners and operators.

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## Georgia C-Store Sector



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## Georgia C-Store Sector

<b>Total Number of C-Stores in Georgia:</b>	<b>6,668</b>
Stores Selling Fuel:	5,846
Number of People Employees:	106,672
<b>Transactions Per Day:</b>	<b>7,647,049</b>
<b>Total Sales:</b>	<b>\$35,692,397,862</b>
Merchandise:	\$8,735,830,103
Foodservice:	\$1,712,685,630
Fuel:	\$22,135,218,402
<b>Labor Expenses:</b>	<b>\$1,869,873,489</b>
Credit Card Fees Paid:	\$575,835,457
<b>Utilities Expenses:</b>	<b>\$176,275,480</b>
<b>Pre-Tax Profit:</b>	<b>\$880,830,706</b>

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## Making Progress & Moving Forward

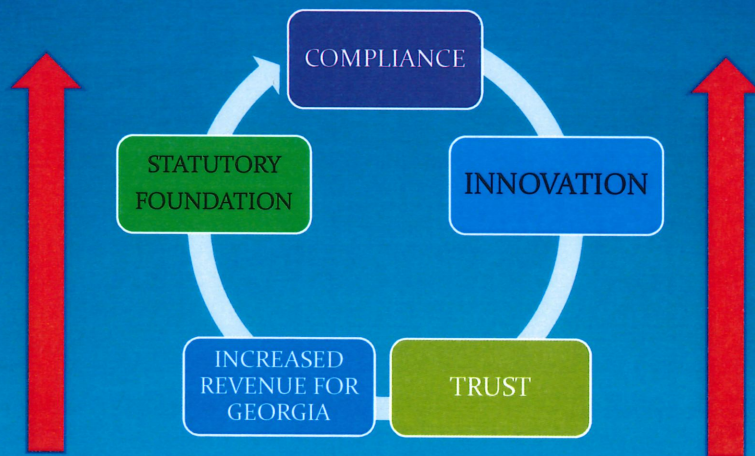
In 2013 the COAM licensing and regulatory function was transferred from the Georgia Department of Revenue (DOR) to the Georgia Lottery Corporation (GLC)

Our discussion will primarily focus on market conditions post 2013

Industry Transformation – COAM Renaissance

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## Making Progress & Moving Forward



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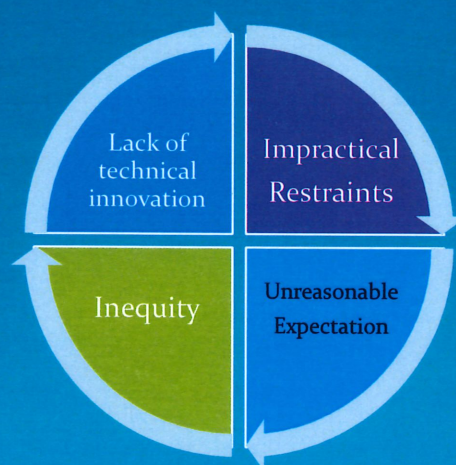
## Making Progress & Moving Forward

### Successful Transformational Change.

- ❑ Empowering the Georgia Lottery Corporation (GLC) to modernize the COAM revenue collection, accounting and distribution process through the GLC's central accounting system.
- ❑ Significantly more funding directed to our education system. From almost nothing in 2013 to over \$90 million in 2020.
- ❑ A solid foundation for expansion and growth supported by over 5000 retailers or Location Licensees.

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## Making Progress & Moving Forward

- ✓ **Bar against Incentives (Inducement)**
- ✓ **Inequitable statutory provisions for LL v ML**
- ✓ **50/50 Gross Retail Receipt**
- ✓ **No transportability for COAM wining**
- ✓ **Need better redemption system**
- ✓ **Equitable distribution of COAM revenue**
- ✓ **Today location are doing more with less**

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## Making Progress & Moving Forward



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## Making Progress & Moving Forward

### Unnecessary & Frivolous Litigation

- **Breach of Contract Claims**
- **Contract Manipulation**
- **Outdated Contract Provisions**
- **Law Cannot Solve All Problems**

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## The Age of COAM Renaissance

- ✓ **United C-Stores provides its members a standard COAM Contract and offers a vault for contract storage**
- ✓ **Move forward with Gift Card - Fantastic Plastic**
- ✓ **Allow for industry incentives – It will make it equitable**
- ✓ **Clean up existing COAM statutes to address inequities**

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