

CUSTOMER TESTIMONIALS



Queen's Tavern

Owner Jack Bus
2835 St. Paul Avenue,
Niagara Falls, ON L2J 2L3
Tel#: 905.374.9629
Customer since January 2017

How has GotSkill? impacted your bottom line?

My Name is Jack and I own the Queens Tavern. I have had GotSkill? machines at my bar since 2017. GotSkill? machines at my place have greatly impacted my bottom line in more ways than 1, not only do they generate a second revenue stream, but they also give people something to do while they wait for their buddies to show up, whereas before "GotSkill?" they might get bored and just leave. It also keeps my customers here longer.

How do your customers like the games?

My customers love the games and variety of games and enjoy that the skill aspect imposes a fun and entertaining spin on passing the time.

Have you had any issues or problems from the AGCO liquor inspectors or the police?

I have had the GotSkill? machines at my bar for 3+ years now and in that time, I have never heard a negative word from my AGCO reps. during a visit.

How would it impact your business if the machines were taken away?

If the machines were removed not only would I lose the extra revenue stream, but those customers that pass the time would definitely not be staying as long, I'd probably lose a few customers all together as well.

Would you recommend them to another bar or establishment?

I have a hard time believing that there are other establishments out there who have not yet put them in, they are a great way to keep your customers in for the night and make a couple extra bucks, it gives them something to talk about and brings a sense of camaraderie amongst customers.

CUSTOMER TESTIMONIALS



Pegasus on Church

Owner Christopher Hudspeth
Address: 489B Church St,
Toronto, ON M4Y 2C6
Tel: 416.927.8832
Customer since June 2016

How has GotSkill? impacted your bottom line?

The addition of the GotSkill? Machines has allowed for a much-needed extra source of income that helps to offset the rising costs of rent, insurance, wages and product costs.

How do your customers like the games?

Our customers enjoy the ability to play the games and entertain themselves in a different way at the bar. They find them to be a good way to occupy themselves while waiting for friends and others to arrive. The customers stay longer and enjoy their time more at Pegasus since adding the GotSkill? Machines to the bar.

Have you had any issues or problems from the AGCO liquor inspectors or the police?

I have had visits by the AGCO. Initially when we installed the machines, I informed the AGCO that we would be adding them. They arrived to inspect on the day we installed them. There were no issues. The AGCO has inspected several times during festivals and such. We have had no issues with the authorities other than commenting that we have them. At no time has anyone told us that we may not operate the machines at Pegasus.

How would it impact your business if the machines were taken away?

The loss of income from not having the GotSkill? machines could result in the bar not being a viable operation. The income we have received has allowed Pegasus to make necessary improvements in order that we can still attract a good customer base. We have several customers who would be very disappointed to not be able to access the GotSkill? machines at Pegasus. They would not attend as much or at all if the machines were removed.

Would you recommend them to another bar or establishment?

I have recommended the GotSkill? games to several other establishments. Many others have found them to be a great additional source of revenue while also providing their customers with access to the games they want.

What would you say to someone who asked you about GotSkill?

We have benefited greatly by having GotSkill? machines at Pegasus. Our customers enjoy the additional entertainment factor at the bar, while the business appreciates the additional revenue that allows us to be sustainable in the future.

CUSTOMER TESTIMONIALS



MADD CANADA

Andy Murie
CEO, MADD Canada
Tel#: 905.374.9629
Affiliate since May 2016

How has this impacted your organization? Both financially and non-financially?

Our relationship with Gotskill? has had a major impact on MADD Canada. It helps raise funds for our organization, it gives us an opportunity for people that are using Gotskill? to get our messages about driving sober and calling 911, so it gives us a great educational opportunity. Gotskill? is willing to fund our organization, an area which we have a difficulty raising funds for, which is our victim services.

How have you used the funds?

Gotskill? has supported our victim services since we started our funding relationship and the big thing that Gotskill? funds is our Victims Weekend. We have all new survivors, people who have lost a loved one, come to our conference center and participate in workshops. Workshops on recovery and how they cope with the loss of their loved one in that peer to peer relationship with other people that are in the same situation. This has been a marvelous contribution that has allowed us to expand our services to people with our organization at their most vulnerable time.

Is it fair to say GotSkill? Has become an important revenue generator?

Gotskill? has had a huge impact on MADD Canada's ability to provide support and service to victims that come to MADD Canada for help and support. Their financial contribution, their interest in supporting our other services like the Red Ribbon campaign, getting messages out to the various establishments they work, its been tremendous. Without that relationship we wouldn't be able to do those things.

Have you had any issues or problems from the AGCO or Government officials?

In our partnership with GotSkill? we have had no issues raised by the AGCO or the government of Ontario.

Any closing thoughts?

Gotskill? has been a major financial supporter to MADD Canada. It allows us to expand our services to victims and survivors of impaired driving, to give them the help and support that they need. Gotskill? has allowed us to carry out our educational messages like project Red Ribbon, to send the message out that it is never ok to drive impaired and without the support of Gotskill? we would not be able to do these. We thank them very much for their ongoing support and the work that MADD Canada does, especially their sensitivity to supporting victims of impaired driving.

GotSkill? and MADD Canada work together, but we also need to thank all the establishment's that work with GotSkill? and we also need to thank all those customers that come to those establishment's that are responsible when it comes to drinking and driving. We thank them for that. We thank them for all the support that they give us, and we could not do it without that partnership.

CUSTOMER TESTIMONIALS



Owner John Rinn
Tel#: 905.451.7814
Customer since June 2019

Bingo Country Brampton
190 Bovaird Dr. West Brampton
ON L7A 1A2

Bingo Country Stratford
353 McCarthy Road Stratford,
ON N5A 6W1

Blue Sky Bingo
420 Airport Road North Bay,
ON P1B 0A6

Lindsay Bingo Bingo
61 Needham St. Lindsay
ON K9V 4Z7

Home Town Bingo
884 Division Street, Suite-206,
Cobourg, ON,
K9A 5V6

How has GotSkill? impacted your bottom line?

GotSkill? has had a very positive impact on our overall revenue in our halls. Our charitable and non-profit organizations share for each session have increased since we installed the GotSkill? machines

How do your customers like the games?

Our customers have had a very positive response to the introduction of the GotSkill? machines. The machines offer more entertainment to our customers in our down time before and after our session as well as at intermissions. We find it helps us retain customers to stay longer and play more sessions. We have had a few issues with customers who had issues with the machines, however these are usually just a misunderstanding on how the machines work. Educating the customer usually resolves any issues they have with the machines.

Have you had any issues or problems from the AGCO liquor inspectors or the police?

None. AGCO and the City Clerks office had no issues with the machines when they visited.

How would it impact your business if the machines were taken away?

If the machines were to be removed from our halls, it would have a very negative impact on our revenues for both the Charity associations and the hall operator. I believe our patrons would visit less as they would lose one form of entertainment at our hall.

Would you recommend them to another bar or establishment?

Great way to increase your revenue and provide additional entertainment for your customers with little to no increase in labour.

What would you say to someone who asked you about GotSkill?

GotSkill? is a professional company on all levels. Their service is great and have been there to help and advise on any issues we have had.

CUSTOMER TESTIMONIALS



Partners Billiards & Bowling

Owner Bonnie Zufelt
361 Main S. East North Bay, ON
P1B 9M2
Tel: 705-474-1420 x 3
Customer since April 2018

How has Gotskill? impacted you financially?

My business needed the new influx of cash to help with increased expenses, increased wages, and other things since I installed the machines. With no product or labor costs the games made profit right from the beginning and is such a simple way of generating newfound income

How do your customers like the games?

With a number of games being installed in my business, there have been an increase in customers that would not have been supporting by business in the past. Existing customers also have been regular players and has also resulted in longer visits and money being spent on food and beverages as well. Customers generally spend a portion of their winnings in the bar and pool hall which helps keep winnings within the establishment as they do return not long after to continue playing. The customers are great to interact with, love playing the game and are happy when they win. We have not witnessed problem gambling and do notice that many play for small amounts of money and do so for entertainment purposes and allows them to socialize with others, perhaps meeting new friends at the same time. Customers do share their experience of the different games and give tips to one another on what to do. This is especially helpful when new customers play for the first time.

Have you had AGCO or Police visit since you put in the machines?

I have had one visit from my AGCO inspector who was joined by the OPP sergeant that is part of Gaming Commission visit my establishment. They were very cordial and asked questions and I was able to easily answer. They were satisfied with what they saw along with questions I answered, and I have not had a visit since that time.

How would it impact your business if the machines were taken away?

If my business lost the income from these machines it would be devastating to my bottom line. The monthly income has been a blessing, money I can rely on to help with costs of running my business. It has helped tremendously in keeping staff employed and am concerned that without this additional income I would be forced to make changes in my business through cutbacks. I most certainly would see less customers each day especially those that have no interest in playing pool, they would be gone. The customers I had prior to the installation of the games would also spend less time at my location resulting in loss of sales. I am concerned that all our customers using the machines would be upset with this form of fun and entertainment being taken away. It would be a sad day for everyone concerned.

Why would you recommend Gotskill? to another bar or establishment?

I would recommend these machines to other establishments for the same reason I enjoy having them. Increased patronage, increased sales resulting in an increase of profit to help with expenses and employee retention.

What would you say to someone who asked you about Gotskill?

I would most certainly recommend playing the game. It is entertaining and the money it costs to play combined with opportunities to win cash is a bonus. Players can put in small or large amounts of cash depending on their budget which is great. I also do not see the game as being problematic for gamblers as our staff are able to communicate with the customers daily.