



June 13, 2025

Dear Chairman Stewart, Vice Chair Dovilla, Ranking member Sweeney and members of the House Finance Committee, thank you for the opportunity to provide some brief comments related to HB 344.

My name is Michael A. Zappa, President of Lorain Music and Vending Company. We are a family owned and operated company serving Northern and Central Ohio for 80 years. As a 3rd Generation owner, we have over 30 employees with our core customers made up of bowling centers, bars, taverns, and fraternal clubs.

I wanted to speak today related to why HB 344 is important to me and my business as well as the 50 plus companies and thousands of employees of the companies in Ohio that do what we do.

The Ohio General Assembly did a great job with its gaming expansion in the last several years. Our fraternal club customers are thriving, thanks to the maximum 10 eBingo machines you have allowed them. Unfortunately, this legislation has created an unfair playing field with the bars and bowling alleys suffering deeply. It is forcing many of them to consider operating grey devices as a gaming option in their locations or some facing closure. Currently we estimate that there are over 40,000 illegal devices in Ohio and growing rapidly.

If the Ohio General Assembly approves HB 344, it would be an economic boom to thousands of small businesses. Our company would be licensed as a retail video lottery terminal operator with the potential of doubling our number of employees. We envision each of the potential 7,000 locations having to add at least one new employee per business.

Whether it is VLT's or Arrow Bingo's proposal to put eBingo in bars, we are extremely grateful that this language is under consideration and respectfully ask for its passage.

Sincerely,

Michael A. Zappa, President
Lorain Music and Vending Co