



**GBG Members Zoom Meeting held on
Wednesday 20th April 2022 at 11.00 pm**

In attendance

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| Peter Hannibal (GBG) | Howard Gant (IHL) |
| Steve Sharp (GBG) | Paul Monkman (Luxury Leisure) |
| Amanda Fry (GBG) | James Sturgess (Luxury Leisure) |
| Steve Brownlow (Bpops) | Wayne Forster (Moto) |
| Stuart Green (Game Nation) | Jo Craig (Pokerface Consultancy) |
| John Rozek (GPT) | Brian Jamson (Roadchef) |
| Mark Edmundson (GeWeTe) | Lee Morton (Scientific Games) |
| Jeremy Browne (Henham Strategy) | David Lucas |
| Josh Lee (Henham Strategy) | |

		<u>ACTIONS</u>
1	<p><u>Introduction and Apologies</u></p> <p>SS welcomed everyone to the GBG Members meeting. Apologies were noted. SS introduced Jeremy Browne and Josh Lee from Henham Strategy and JB talked about him and Josh.</p>	
2.	<p><u>Matters brought forward from the last meeting – 19th January 2022</u></p> <p>AF advised that the website will have a Members Only log in section which AF will send details of in the next week. Members will have access to minutes of meetings and all member related documents</p>	Action AF
3.	<p><u>Appointment of Henham Strategy</u></p> <p>(a) <u>Company Background</u></p> <p>PH advised that a note was sent round to all members announcing the appointment of Henham Strategy which gives GBG another tier of knowledge, influence and intelligence and gives us more leverage to our membership.</p> <p>(b) <u>Aims and Objectives</u></p> <p>Where Henham can support us in the short term is around</p> <ul style="list-style-type: none"> • The High Street work we are doing • Influence the relationship the Gambling regulator has with the industry • The White Paper (when it is published) • Working on key/influential contacts in Westminster - have started setting up those meetings. 	

	<p>(c) <u>Political Intelligence</u></p> <p>PH advised that with Jeremy as an ex-Cabinet Minister and influential in the Coalition Government and Nick King has history with the DCMS we feel we have appointed a strong and powerful team to get into the places we need to. DCMS have started to have conversations about affordability checks, levies and stake limits. JB advised that the release date for the White Paper has been delayed (to late May or even June).</p> <p>PH advised that as we now have Nick, Jeremy & Joshua available to us to if anyone has any questions then please let us know. PH asked if any members want to get involved in our PR affairs and our work in Westminster, please let PH know. Civil servants and Ministers like to speak to people from the 'coal face'.</p>	
4.	<p><u>Update on the GBG Strategy</u></p> <p>(a) <u>Strategic Aim 1 – Technical Innovation Standards (PH)</u></p> <p>This group has had their first meeting and is now on hold until a technical solution is needed. Need to consider affordability checks for this group and whether they will become relevant offline and if they do we need solutions for that.</p> <p>(b) <u>Strategic Aim 2 – Land Based Gambling (High Street) (SS)</u></p> <p>This group had its first meeting on 15th March with all sectors represented. The next meeting is scheduled for 3rd May 2022. The following areas were discussed and it is getting all the positive messages across to the right people</p> <ul style="list-style-type: none"> • What it means on the High Street for employment in our sector • Safer Gambling • Crime and disorder – about how gambling establishments don't generate crime • Whether the name of AGC should be changed • Relationship with the regulators and how to improve that • High Street journey – where other people go • Dependencies on our businesses from supply chains • What we do for the local communities <p>HG asked if we have gathered any statistics about crime and SS advised we are getting evidence from our members where we are getting data from. HG asked if we have any statistics on other High Street premises which have shoplifting and are we able to compare ourselves. SS advised we are intending accessing the Police and Crime statistics for the High Street.</p> <p>PH advised there is a wealth of information in the Gambling Commission from Regulatory Returns we all submit but are never talked about. We are trying to tap into the information but it's no longer published in a usable format. PH has asked the GC for access to it. The input form is an online form so even that can't be shared/downloaded. HG advised</p>	

<p>that they gather information through their incident app which is in around 1400 AGC's - HG can write to the users and see if they will allow us to anonymise the data and share that with the GBG.</p> <p>SS – need to speak directly to the customers as well and Jaqs from Buzz is going to help us produce a questionnaire.</p> <p>(c) <u>Strategic Aim 3 – Prohibition of Debit card Use with Gaming Machines (PH)</u></p> <p>PH advised that this has not moved forward from the last meeting as the DCMS had enough information to fulfil the needs of the White Paper.</p> <p>We are trying to engage more effectively with the banking sector, particularly the payment processors to understand what their needs and requirements are. We are trying to get together with NMI</p> <p>(d) <u>Strategic Aim 4 – Linked Jackpots (ND)</u></p> <ul style="list-style-type: none"> • Overall agreement to a Linked Jackpot • To be available to all Manufacturers, and only on B3, therefore a GBG protocol to facilitate this would be the preferred route. • Value of Jackpot, was widely debated from No increase to a multiple of the number of B3's feeding the Jackpot, finally agreed on following the Casino Model on B1's which is Local Area only, and double the (B1) Jackpot, so on B3 - £1,000 (currently) irrespective of how many B3's are connected. • System to be able to run Multiple Links, in same venue, so different Zones, or themed areas could be independent to the rest of the Premises, e.g. a 24Hrs Zone within a Bingo Club <p>(e) <u>Strategic Aim 5 – Data (PH)</u></p> <ul style="list-style-type: none"> • There are two forums – one is the Working Group who will gather the data and deposit it into a database and then anonymise it. Presiding over this group is a Governance Panel which will make sure we are ethical, compliant and don't break any laws. • Focus is on two areas initially: - <ul style="list-style-type: none"> i. Core machine data ii. What safer-gambling intelligence have we got in Regulatory Returns for all the land-based sectors. • Agreed we need to engage with a university to give us an independent perspective on responsible and safer gambling and maybe be the holder of the data. <p>PH asked if anyone has any questions please drop him an email or give him a call.</p> <p>(f) <u>Strategic Aim 7 - Support the development of a more Effective Gambling Regulator (PH)</u></p> <ul style="list-style-type: none"> • SS & PH have had an initial meeting with the Gambling Commission and discussed the GBG strategy which was very positive 	<p>Action HG</p> <p>Action SS/PH</p> <p>Action PH</p>
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	<ul style="list-style-type: none"> • GC want to attend GBG meetings once the White Paper is out to have dialogue with GBG • Henham will help GBG with this at a senior level <p>(g) <u>Strategic Aim 8 – Secondary Legislation Changes (PH)</u></p> <ul style="list-style-type: none"> • Develop a set of Stage 2 requirements from the Gambling Act Review • Stage 1 was the primary legislation which is embedded in the Act and can't be changed • Stage 2 was the Triennial Review which the Secretary of State can change through a statutory instrument • Need a list of things we want included in that ready for the White Paper so we can contribute to that. • PH will circulate, in a couple of weeks, a list round the members as a questionnaire and ask members what should be on the list 	Action PH
5.	<p><u>GBG Organisational Matters</u></p> <p>(a) <u>Organisational chart</u></p> <ul style="list-style-type: none"> • The strategic aims have created another tranche of meetings for GBG so we have put together an organisational chart to make it clearer. PH shared the chart on screen which sets out all the forums we run within GBG. AF will put this on the website in the Members' area <p>(b) <u>Machines Sub-group (PH)</u></p> <ul style="list-style-type: none"> • Nigel Davis (Mercur) is currently Vice Chair of the Machines Sub Group and PH has asked him to become Chair • Any members of the Machines Sub Group who wants to put themselves (or a colleague) forward as Vice Chair please contact PH or SS <p>(c) <u>Finances (AF)</u></p> <ul style="list-style-type: none"> • Currently have £160,000 in the bank • We have received £231,000 in subscriptions • Four members pay by monthly standing order • Four members have fees outstanding for this period • Agreed to publish a list of our members on the website in the 'Members Only' Area • Good position financially <p>(d) <u>General Manager</u></p> <ul style="list-style-type: none"> • GM position (and cost) is currently on hold while we are working with Henham Strategy. • If anyone has any nominations for the position please let PH know as we will still need to appoint when the work ramps up following release of the white paper. 	<p>Action AF</p> <p>Action AF</p>

	<p>(e) <u>New Members</u></p> <ul style="list-style-type: none"> • Will start to approach new members once White Paper has been launched 	
6.	<p><u>Update on Industry Matters</u></p> <p>(a) <u>ICE follow up</u></p> <ul style="list-style-type: none"> • A number of members were missing from an exhibiting point of view – there were a lot of internationals there • Very positive event seeing people face to face again • Hopeful that 2023 will be back to capacity levels when ICE takes its usual place in the calendar. • 	
7.	<p><u>Any Other Business</u></p> <ol style="list-style-type: none"> 1. Intention to improve communications to our members on a more regular basis with a Newsletter once a month with members contributing. The meeting saw this as a positive step. 2. Gambling Commission have clarified a point on dealing with Russian companies and sanctions – it is now a reportable event if you are dealing with any Russian companies – part of the LCCP – if found out during an inspection you are in breach of your licence condition. If anyone needs any clarity on this please contact Andrew Cotton at Ince who is a GBG member. 3. DL – are land-based operators seeing an increase in inspections by the GC or Licensing Authority Officers? The GC have stated that they are looking to increase land-based visits particularly AGC's and casinos. No members have seen any increases. GC has lost so many compliance managers and now sees Licensing Authority Officers the first line of defence. No change in desk-based regulatory inspections. HG advised that PCO's have been asked to visit premises 4. PM asked if there were any views on the 20% rule? PH believes it is being considered in the White Paper. Others said that views are mixed in that some were not keen to seek change (and draw attention) but others were. 	Action SS/PH/AF
6.	<p><u>Date of next meeting</u></p> <p>The date of the next Zoom meeting is <u>Wednesday 13th July 2022 at 11.00 am</u>. AF will send out a calendar invite. If the White Paper comes out before-hand we will call an interim meeting.</p>	Action AF

Meeting finished 1200