



## How to Keep Under 21 Out of Your Gaming Room or Business

A New Way to Enable Revenue Growth with Compliance for Your Business

**“UNDER 21 NO ENTRY”** It’s the classic sign seen on the door of many different businesses selling age-restricted items or experiences. Its goal, to keep underage customers away and preserve the legality of age-restricted sales, is a vital one, but it often goes ignored. The alternative, hiring someone to stand at the door and check IDs, can prove to be too expensive and not practical



It’s crucial though to have a solution in place because the consequences for not complying are significant. States all over the country have laws and regulations in place aimed at ensuring businesses do everything they can to keep underage individuals out of age-restricted spaces. Illinois gaming law has a \$5,000 fine for knowingly allowing someone under the age of 21 to use or play a video gaming terminal.<sup>1</sup> Recently in Iowa a casino was fined \$20,000 for allowing someone under 21 into the gaming area to play and gamble.<sup>2</sup> The risk of incomplete enforcement is high and the penalties are huge. For the shop owner simply trying to build a profitable business and preserve their business’s integrity, what can be done?



In the case of route gaming rooms, beer caves, and vape and cannabis stores, it’s necessary to restrict entrance to only individuals over the age of 21. This necessity can prove challenging; it can be costly to hire someone to serve as a doorman, other staffers can be too busy to keep tabs on comings and goings, and a sign on the door is useless if someone is already not looking to follow the law. Minor Decliner lessens these concerns and provides a simple solution that offers compliance coverage, enables cost reduction, and ensures revenue growth with Door Access Control and ID scanning system technology.



### What is a Door Access Control and Alert System?

A Door Access Control and Alert system from Minor Decliner serves as a simple automated solution that provides businesses with the peace of mind that no underage individuals will be able to enter their store.

The system, placed at the entrance door of the shop or at an internal restricted area:

- ✓ Scans a potential customer’s ID
- ✓ Determines automatically whether the ID is legitimate and meets the required age for entry,
- ✓ Alerts and unlocks the door for the of-age customer to enter.

The system also comes with an optional light bar that will shine green inside the store, alerting staffers that the door has been unlocked. Or, it will shine red and sound a buzzer if a ineligible ID was scanned, alerting the staff that the door will remain locked and a customer was blocked from entering. The system can provide 24/7 automated access control, is TruAge<sup>3</sup> capable and, with pre-existing electrical power, can easily be installed in less than 20 minutes. With Minor Decliner’s Door Access Control system, the solution is simple, and the possibilities are endless.



## How Can a Door Access Control System Benefit Your Business?

A Minor Decliner Door Access Control system can provide support and security for a multitude of businesses which require age limits for entry. The following discusses these systems within practical industry-specific use case examples.

### Route Gaming

In route gaming rooms, which are typically video gambling areas within businesses or stores where someone must be 21 or older to enter and play, ensuring compliance can be a costly ask.

Checking IDs can be difficult for store associates to manage while they are busy completing other necessary tasks within their required roles, such as checking out other customers. The wait time for gamers that can result in these popular spaces doesn't help to ease pressures or customer satisfaction. Distracted store associates are in need of a reliable solution so that they can tend to profitable customers in a timely manner while feeling safe in the knowledge that the business's compliance is covered.

Installing a Door Access Control system allows store associates to work unencumbered and ensures compliance with age restriction laws.

Adding video gaming to a C-Store can add significant revenue that flows right to the bottom line. If you want to add this service, Minor Decliner can refer you to the top video terminal operators, ensuring the most comprehensive solution that includes an ID reader for your sites.



Pairing the enhanced revenue that comes with adding route gaming to a business with the simple security of a Minor Decliner Door Access Control System is a no-brainer – it quickly pays for itself with gaming profits, higher customer service satisfaction, and time efficiency for staff.

### Beer Caves

Spaces that serve or sell alcohol face problems similar to those of route gaming rooms as well as unique issues that need addressing. A lack of proper security can increase risks of underage drinking as well as shoplifting, both of which can be incredibly damaging to a business's reputation and bottom line.



In the case of beer coolers or walk-in beer caves, underage customers may try to purchase alcohol hoping to evade the age verification process or they may simply bypass providing ID all together by stealing full packages or individual bottles of alcohol. This is where adding a door access control system to the cave or fridge door eliminates access to the products all together. While cameras may still aid in reducing shrinkage in these sections of the store, requiring customers to scan an ID adds a very strong message that underage access will not be tolerated.

Compliance checks can happen unannounced or via secret shoppers, and if a business is deemed non-compliant the result can be serious fines, or worse. With Minor Decliner's Door Access Control system, business owners can rest assured that they'll always be compliant, secure, and protected. This minimal investment in added security greatly increases profitable by reducing



shoplifting and shrinkage as well as avoiding fines for compliance checks or underage sales.

### Vape/Cannabis Stores

With the age-restricted sales of vape and cannabis products becoming more and more common, and with increased competition and entrants into the space, enforcement of legal compliance is on the rise.

Regulations and requirements for sales in this industry change regularly, as what is deemed appropriate or necessary evolves. In this space, it's crucial to be well equipped for the future. A business unprepared to meet those new developments could be left behind, unable to sell vape or cannabis products and missing out on serious profit.

A simple "Under 21 No Entry" sign on the door just doesn't cut it anymore. Minor Decliner's Door Access Control system is future-proof, meaning that it's adaptable to whatever new requirements may arise, keeping a business ready for what's next.

### The Solution is Clear

The reasons for ensuring compliance in age-restricted spaces are evident:

- ✓ it helps a business to avoid fines,
- ✓ it preserves a business's reputation,
- ✓ it aligns with the future of the industry in terms of regulations and requirements,
- ✓ it allows for an increase in profitability of high profit-margin products and services, and
- ✓ it's simply the right thing to do to prevent minors from accessing products they are not eligible to consume or participate in.


Minor Decliner's Door Access Control System ensures businesses easily comply with requirements so they can continue to run their businesses smoothly and safely, sell high profit margin age-restricted products, and take part in an increasingly valuable industry.

The systems are easy to install and economical to implement. And while the functionality of the technology may seem like something that could only be available in the future – it's here and ready now!

**Learn more and browse our products by industry need at:**

 [www.minordecliner.com](http://www.minordecliner.com)

 [scan@minordecliner.com](mailto:scan@minordecliner.com)

 888-310-4001

<sup>1</sup> General Assembly, I. (2009, July 13). Illinois Compiled Statutes. Illinois General Assembly. Retrieved March 6, 2022, from <https://www.ilga.gov/legislation/ilcs/ilcs5.asp?ActID=3095&ChapterID=25>

<sup>2</sup> Danielson, D. (2022, January 19). Riverside Casino fined for underage gambler. Radio Iowa. Retrieved March 6, 2022, from <https://www.radioiowa.com/2022/01/18/riverside-casino-fined-for-underage-gambler/#:~:text=The%20Riverside%20Casino%20was%20recently,a%20picture%20on%20a%20cell-phone.>

<sup>3</sup> TruAge was developed by NACS, the global trade association that represents the convenience store industry, and Conexus, its standards-setting partner. The NACS-Conexus partnership ensures that this free platform is available nationwide and readily adoptable — so stores can sell legal products to verified customers, responsibly. <https://www.convenience.org/TruAge>