

# EXPO 2024

## The Official Convention Guide



**BanQone  
Rain Maker Kiosk  
transforms  
traditional ATMs**



**Atlantic TurnKey  
ATM Solutions  
preserves its  
founder's legacy**



**Complete list of seminars,  
tradeshow exhibitors and  
ED's Award Nominees!**



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# The 2024 Finals

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### Exotic Dancer Invitationals

**FOUR GIRLS ONE TITLE**

It's truly the best of the best, as the top two finalists from the 2024 EDI East and West contests compete for the ultimate showgirl title: EDI Overall Champion!

East Sponsor: **PONY**

West Sponsor: **BUCKS CABARET**

Event Sponsor: **LAUREN PHILLIPS**

**Sunday August 25th 8:30-11 pm**

Transportation will take guests from the Hyatt to Bucks Cabaret

# FIRST NIGHT PANDANGO

Forget what you know about EXPO's Opening Night Party — we're bringing this one to you from a good ol' fashioned roadhouse!

**OPEN BAR FOR THE FIRST HOUR!**

**MONDAY AUGUST 26 8-11 PM**

**LIVE DANCING!**

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**PLUS PRE-ED AWARDS PRESENTATIONS!**

Mechanical bull riding contest **\$1,000 CASH PRIZE** for the winners!

**AND THE FUN DOESN'T STOP!**

**Baby Dolls** Don't miss the Opening Night Afters Parties at Baby Dolls and The Lodge from 11 pm to 2 am!

**the LODGE**

Complimentary transportation will bring you to Cowboys Red River from the Hyatt

**FOR MORE INFORMATION VISIT THE ED EXPO.COM**

BANQ ONE ATM & Cash Management

RainMaker FLOOR J

FIJI WATER

# The 10K BIKINI CONTEST & Patio Party

Wednesday • August 28

**new time! 4 pm - 8 pm**

We'll close EXPO '24 with a pulse-pounding, show-stopping event that no one will want to miss: Our \$10,000 Bikini Contest and Patio Party!

Yet another legendary Dallas venue, The Men's Club, will be hosting this year's Bikini Contest at their outdoor pool and patio. PANDA (The Professional Adult Nightclub DJ Association) will also be on hand to help host the festivities as we close out the 2024 EXPO in Dallas with one more big fiesta!

Co-Sponsor: **PANDA**

**THE MEN'S CLUB**

TRANSPORTATION WILL TAKE GUESTS FROM THE HYATT TO THE MEN'S CLUB

At the world-famous **Gilley's DALLAS**

# THE 2024 EDI'S AWARDS SHOW

The industry celebrates the best of the best in true Dallas style!

**YOUR HOST, SHANE TORRES!**

Featuring guest performances by two **EDI FINALISTS!**

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**TICKETS RANGE FROM \$59 TO \$79** with limited VIP tables available!

**TUESDAY 9-11PM AUGUST 27**

Reception 7-9 pm at The Saloon inside Gilley's, sponsored by Expose in San Diego

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Can you outplay Vampires and Superheroes?

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# BanQone Rain Maker Kiosk: A revolutionary transformation of traditional ATMs

Now that he's reinvented the ATM, BanQone President and CEO **Julius Cato** shares the company's plans for the ED EXPO and for their future.



**R**eimagining the ATM for nightlife entertainment, BanQone has developed technology that not only liberates club staff from constantly breaking large bills into singles for customers but also earns the club additional income. Part ATM, part change-maker, the Rain Maker Kiosk's unique bill-breaking technology is a game-changer in the industry.

## *Dual revenue streams*

Unlike typical ATMs that only dispense a single denomination of bills, the BanQone Rain Maker Kiosk allows club-goers to receive a portion of their ATM cash withdrawals in singles, providing them with cash to tip bartenders and dancers. With the ability to withdraw up to \$1,000 per transaction, patrons can access more money to spend at the club than with any other ATM.

In addition to earning money from fees associated with withdrawals, clubs will also make an income on "change-making" transactions. If a customer has cash on hand when they walk into the club, the BanQone Rain Maker Kiosk handles the mundane task of making change in just seconds.

This is a win-win for both the club and the club-goers. Customers prefer using the kiosk, as it's much faster and more convenient than waiting for change from a bartender or server, especially at peak times. Additionally, having patrons use the kiosk for change frees up club staff to focus on making food and drink sales.

## *Developing innovative technology*

When speaking to Julius Cato, President and CEO of BanQone, he shared that he has big plans for the company over the next few years.

"We're going to be, and maybe we already are, the most innovative cash in transit and ATM company servicing the industry," Cato says. "We're going to continue to come out with innovation under the Rain Maker brand that provides change and cash, putting money in the hands of customers so they spend more and spend faster in each of these establishments."

While Cato was tight-lipped on exactly what kinds of products BanQone has in the works, he did mention that his customers would be among the first to try it out.

"As our new products come out, the people who've bought a Rain Maker may get free access if they're interested in being a beta site," Cato explains. "We make our money on the relationship, not on the hardware."

## *ED Expo promotions*

Since appearing at last year's ED EXPO, BanQone has grown significantly and now has the national capability for delivering cash and change in 40 states. They also now offer financing options for those who qualify, with terms that allow the club to break even on the first month of service.

Those attending the ED EXPO in Dallas will get to see the Rain Maker Kiosk in action and learn about BanQone's promotion on the Rain Maker XL Kiosk. They're also offering a blowout sale on traditional ATMs where clubs can get a free ATM if they use BanQone as their full service provider. Be sure to stop by BanQone's booth or give them a call for more details!

**For more information, visit [banqone.com](http://banqone.com).**



*"We're going to be, and maybe we already are, the most innovative cash in transit and ATM company servicing the industry,"  
- Julius Cato, President and CEO of BanQone*

Proud Sponsor of the  
**10K BIKINI CONTEST**

## 5 REASONS TO GET RID OF YOUR ATM

### THE RAIN MAKER KIOSK®

This year at the industry trade show in Dallas, visitors got a glimpse of the innovative **Rain Maker Kiosk XL**- a more convenient way to make cash and change available to club patrons than traditional ATMs.

To help you remember the advantages of this Kiosk over traditional competitors, we use the acronym **T.E.A.S.E.:**

**T- Time.** Our unique ATM technology allows patrons to access up to \$1,000 in cash including a portion in **Singles**, in seconds without speaking to bar staff.

**E- Earning\$.** **ATM + BILL BREAKER = ↑\$\$\$**  
Earn significantly more profits with two revenue opportunities using our Kiosk, unlike Traditional ATMs that only offer one.

**A- Affordable.** The **Rain Maker Kiosk** can now be leased, which means clubs can break even using our technology starting the first month it's installed.

**S- Sex Appeal.** Unlike Traditional ATMs, the **Rain Maker Kiosk** was designed with nightlife entertainment in mind, with a large touch screen and optional full motion media topper.

**E-Efficiency.** The **Rain Maker Kiosk** keeps your bar staff focused on making profits instead of making change, while converting the change-making task into a new powerful stream of additional income for your club.

For a limited time, the **Rain Maker Kiosk** is even more accessible with financing options. Visit [www.banqone.com](http://www.banqone.com) to learn more and take advantage of our special offer for those who attended this year's trade show in Dallas.

# BAN Q ONE

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# THE 2024 ED'S AWARDS SHOW

TUESDAY 9-11PM  
AUGUST 27

Reception 7-9 pm at The Saloon inside Gilley's,  
sponsored by  in San Diego

HOSTED BY TOP COMEDIAN

**SHANE  
TORRES!**



The Annual Adult Nightclub & Exotic Dancer Awards Show - popularly known as the ED's Awards Show - is the ONLY national awards show for the multi-billion-dollar gentlemen's club industry. Produced by ED Publications, the show is slated for August 27, 2024, at the famous Gilley's Dallas. The ED's Awards Show will be hosted by top comedian Shane Torres (Conan, The Late Show with Stephen Colbert, NBC's Last Comic Standing and more!).

Established in 1998, the ED's Awards Show is the marquee event of the Annual Gentlemen's Club EXPO, the only national convention & tradeshow for the gentlemen's club industry since its inception in 1993. For the first time ever, this year's EXPO will be held in Dallas, Texas, the birthplace of ED Publications!

The ED's Awards Show honors the country's top gentlemen's clubs, touring feature entertainers and club staff. The categories for clubs and entertainers have changed over the years to keep pace with the industry's evolution. Today, awards are given to clubs in four regions - East, South, Midwest and West. Note: due to high demand, we've brought back the "Small" Club of the Year category in each of those four regions!

There are also club awards for "Feature" Club of the Year (clubs which book touring feature entertainers regularly), and Urban Club of the Year.

The most prestigious club award is the "Overall Club of the Year," a category which typically boasts nominees from across the US. These are clubs that have either won or were nominated in their award region multiple times. In 2022, a new award - "Overall Small Club of the Year" - was introduced that celebrates nominees from across the US that represent clubs that are either in smaller club markets or are venues that are not "mega-clubs" (i.e., less substantial square footage).

The ED's Awards also honor club staff, as they are the ones largely responsible for helping clubs achieve their success. These categories include General Manager of the Year, DJ of the Year and Club Employee of the Year. The Entertainer Award category was revamped in 2022. The full list of entertainer awards being presented at EXPO 2024 will include: EDI 2024 Champion, Feature Entertainer of the Year, Newcomer Entertainer of the Year, Club Favorite Entertainer of the Year, International Entertainer of the Year and Miss ExoticDancer.com of the Year.

To honor the memory of ED Publications and EXPO Founder, Don Waitt, the **Don Waitt Industry Ambassador Award** has been introduced and will be presented for the first time this year. The recipient of this award will be an individual who has helped advance the industry at large, while consistently conducting themselves as a professional who sets standards for others to follow.

Finally, ED Publications inducts at least one industry professional each year into its Hall of Fame (there will be two inductions this year). The Hall of Fame is reserved for those who have helped improve or transform the adult nightclub and/or feature entertainment industries.

## **More about host Shane Torres**

Fort Worth, Texas native Shane Torres quickly made a name for himself when his very first comedy special - "The Blue Eyed Mexican" - became a hit in December 2023. Vulture named it a stand-up special "not to be missed," noting that Torres has a "beautiful directness and keen sense of good storytelling and ... a refreshing combination of delicate and obscene." Shane has been seen on Conan (twice), The Late Show with Stephen Colbert, NBC's Last Comic Standing and much more! He's also been a special guest on "Bertcast" with Bert Kreischer, Barstool's KFC Radio and his own podcast, "No Accounting For Taste" with Kyle Kinane.

## **More about Gilley's Dallas**

Within the walls of the historic Schepp's Grocery Supply warehouse, using many original resources such as the existing brick walls, tin roof tiles and steel-fire doors, Gilley's Dallas, established in 2003, is uniquely Texan and hosts convert and private events in their seven unique facility spaces, including the South Side Ballroom and Saloon which will be utilized for the ED's Awards Show and Reception.

**Tickets for the ED's Awards Show are available at the EXPO registration desk for \$59-79 each. Get yours before it sells out! Transportation will take guests to Gilley's from the Hyatt.**



# 2024 ED's AWARD NOMINEES

## Club Award Nominees

### Overall Club of the Year

Rachel's of Palm Beach, WPB, FL  
Scores Gentlemen's Club, Mooresville, NC  
Scarlett's Cabaret, Miami, FL  
Bucks Cabaret, Fort Worth, TX  
The Pony Club, Memphis, TN  
Larry Flynt's Hustler Club, Washington Park, IL  
The Men's Club, Dallas, TX  
Magic City, Atlanta, GA

### Overall "Small" Club of the Year

The Pony Club, Evansville, IN  
2001 Odyssey, Tampa, FL  
The Library, Las Vegas, NV  
Blackjacks Gentlemen's Club, Elgin, IL  
Hi Liter Club, Phoenix, AZ  
Savannah's On Hanna, Harrisburg, PA  
The Treasure Club, Greensboro, NC  
Deja Vu Showgirls, Stockton, CA

### "Club of the Year" East

Cheerleaders, Pittsburgh, PA  
Centerfolds Boston, Boston, MA  
Delilah's, Philadelphia, PA  
Gentlemen's Gold Club, Baltimore, MD  
Larry Flynt's Hustler Club, New York, NY  
The Penthouse Club, Baltimore, MD  
Rick's Cabaret, Portland, ME  
Spearmint Rhino, Lexington, KY

### "Small Club of the Year" East

Club Alex's, Stoughton, MA  
Controversy, Pittsburgh, PA  
Bucks Platinum, Columbus OH  
Peppermint Hippo, Akron, OH  
Millennium Cabaret, Bedford, NH  
Thee Gentlemen's Club, Louisville, KY  
Godfathers, Wheeling, WV  
Headlights, Newport News, VA

### "Club of the Year" South

Thee Dollhouse, North Myrtle Beach, SC  
The Furnace, Birmingham, AL  
The Pony Club, Huntsville, AL  
Reign Ladies' and Gentlemen's Club,  
Clearwater, FL  
The Gold Club, Charlotte, NC  
Michael's Mens Club, Broussard, LA  
Larry Flynt's Hustler Club, New Orleans, LA  
Cheetah Lounge, Atlanta, GA

### "Small Club of the Year" South

Clermont Lounge, Atlanta, GA  
The Mouse's Ear, Johnson City, TN  
Club 27 Cabaret, Clermont, FL  
Lust Gentlemen's Club, Greenville, SC  
Bare Assets, Holiday, FL  
Trophy Club, Greenville, SC  
Teasers, Key West, FL  
Deja Vu Showgirls, Tampa, FL

### "Club of the Year" Midwest

Big Al's, Peoria, IL  
Bazooka's Showgirls, Kansas City, MO  
King of Diamonds, Inver Grove Heights, MN  
On the Border, Franklin, WI  
Deja Vu Showgirls, Kalamazoo, MI  
Rick's Cabaret, Minneapolis, MN  
Spearmint Rhino, Minneapolis, MN  
Night Trips, Tulsa, OK

### "Small Club of the Year" Midwest

Country Rock Cabaret, Sauget, IL  
Hop Scotch Club, Fort Pierre, SD  
The Foxes Den, Winner, SD  
Kappa Men's Club, Kappa, IL  
Lickety Splitz Gentlemen's Club, Wausau, WI  
New Shakers, La Motte, IA  
Fantasy's, Traverse City, MI  
Shooters Showgirls, Hurley, WI

### "Club of the Year" West

Deja Vu Showgirls, Colorado Springs, CO  
Bucks Wild (North), Houston, TX  
Exposé, San Diego, CA  
The Lodge, Dallas, TX  
Platinum 84, Denver, CO  
Sugar's, San Antonio, TX  
Rick's Cabaret, Odessa, TX  
Gold Club, San Francisco, CA

### "Small Club of the Year" West

Angelwitch Cabaret, Lubbock, TX  
Aladdin's Dream Boutique & Gentlemen's  
Club, Laredo, TX  
Teasers, Three Forks, MT  
Snooty Foxx, Colorado Springs, CO  
Minks, Las Vegas, NV  
Peppermint Hippo, Reno, NV  
4Play Gentlemen's Club, Los Angeles, CA  
Devils Point, Portland, OR

### "Feature Club of the Year"

Archibald's, Washington, DC  
The Pony Club, Pensacola, FL  
Deja Vu Showgirls, Nashville, TN  
Maximus, Wichita Falls, TX  
Rick's Cabaret, Pittsburgh, PA  
Southern X-Posure, Morgantown, WV  
Kandy's Adult Playground, Waterford, PA  
Scarlett O'Haras, Sioux Falls, SD

### "Urban Club of the Year"

Blue Flame Lounge, Atlanta, GA  
Diamonds of Memphis, Memphis, TN  
Booby Trap on the River, Miami, FL  
Club Spades, New Orleans, LA  
Legends, Detroit, MI  
Girl Collection, Las Vegas, NV  
Club Onyx, Charlotte, NC  
Diamond Dolls, Daytona Beach, FL



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opening performance by

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QUEEN OF TEXAS"**

**Minxie Mimieux!**



# CLUBS, ENTERTAINERS & INDUSTRY PROFESSIONALS

## Entertainer Award Nominees

### 2024 EDI Overall Champion

Two of these four girls will perform at the ED's Awards Show, based on the results of the EDI Finals on Sunday at Bucks Cabaret

Autumn Knights  
Justice  
Phoenix Phires  
Nia Nebula

### Feature Entertainer of the Year

The top feature entertainers in clubs today!

Michelle Lynn  
Brett Rossi  
Angel Beau  
Justice  
Autumn Knights  
Phoenix Phires  
Raychel Revolver  
Shar Zayn

### Club Favorite Entertainer of the Year

The feature entertainers who thrive on repeat bookings — clubs love them!

Nia Nebula  
Lauren Phillips  
BJ McNaughty  
Ms Parker  
Ella Hotwheels  
Tiny Texie  
Lauren Lotus  
Hayla Faye

### Newcomer Entertainer of the Year

Entertainers who have been taking US feature bookings for less than three years

**\*Note: This Award is being presented on Sunday, August 25, at Bucks Cabaret**

Veronica Knoxx  
Nova Baby  
Maddy May  
Miss Galaxy  
Chère Noble  
Claire Fae  
Saint Anique  
Nikita Knight

## International Entertainer of the Year

Entertainers who are either based outside of the US, or have resided/booked in the US for less than two years

**\*Note: This Award is being presented on Sunday, August 25, at Bucks Cabaret**

Cherry Pop  
Charlie Chaser  
Bree Vybes  
Ciara  
Kruella Kraken  
Nicky Ninedoors  
Tia Carrera  
Rachel Rampage

## Miss ExoticDancer.com of the Year

Entertainers who were featured on the ExoticDancer.com website as the "Entertainer of the Month"

**\*Note: This Award is being presented on Sunday, August 25, at Bucks Cabaret**

Farley Lynn  
Saint Anique  
Shortcake  
Pandora Moon  
Dani Steel  
Lauren Lotus  
Rachel Rampage  
Chère Noble  
Tia Carrera  
Nikita Knight  
Willow Eve  
Claire Fae

## Industry Professional Award Nominees

### General Manager of the Year

- Heidi Santanello, Diamond Cabaret, E. St Louis, IL
- Julio Quin, Thee Dollhouse, Myrtle Beach, SC
- Steven Culver, Kandy's Adult Playground, Waterford, PA
- Todd Trause, 2001 Odyssey, Tampa, FL
- Lucas Reddoch, Bucks Wild North, Houston, TX
- Dane Hansen, The Pony Club, Pensacola, FL
- Michael "Wolf" Abrams, Hustler Club, E. St. Louis, IL
- Michael Daigle, Michael's Men's Club, Broussard, LA

## Employee of the Year

This category includes all club positions with the exception of GM or DJ

**\*Note: This Award is being presented on the Tradeshow Mainstage on Tuesday**

- Alex Tierney, Regional Manager, The Pony Clubs
- Shyenne Valenzuela, Bartender, Rick's Cabaret, Austin, TX
- Andrew Barthel, Barback, The Penthouse Club, Tampa, FL
- Brittany, Bartender, Hop Scotch Club, Fort Pierre, SD
- Laurie Garrison, VIP Manager, Centerfolds Cabaret, Las Vegas, NV
- Max Stoll, Manager, Spearmint Rhino Gentlemen's Club, Minneapolis, MN
- Chris Patterson, Corporate Executive, Bucks Cabaret
- Charlee Daniels, Manager, Godfathers Gentlemen's Club, Wheeling, WV

## DJ of the Year

**\*Note: This Award is being presented on the Tradeshow Mainstage on Tuesday**

- Nicky Stobaugh, Larry Flynt's Hustler Club, Las Vegas, NV
- David Hulme, Bucks Cabaret, Dallas, TX
- Billy Sugars, Sugar's, San Antonio, TX
- "Wild Bill" Fields, Gold Club, Tampa, FL
- Walt Worek, The Penthouse Club, Baltimore, MD
- Stacey Wiggins, Christie's Cabaret, Brunswick, OH
- Jeff Vitolo, Hush, Tampa, FL
- Michael Davis, Private Dancer, Columbus, OH

## Other awards to be presented:

### The Don Waitt Industry Ambassador Award

### The EXOTIC DANCER Hall of Fame

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# Atlantic TurnKey ATM Solutions preserves its founder's legacy

TurnKey co-founder Warren Cato upholds the company's reputation in the industry by bringing Anthony Critelli on board to form **Atlantic TurnKey ATM Solutions**.




**A**s a nationwide ATM supplier, TurnKey ATM Solutions has serviced the adult industry for nearly three decades. Originally Cabe & Cato, Inc., Warren Cato and Jim Cabe founded the company in 1993 and quickly expanded its service areas to become the biggest supplier of ATM services in the gentlemen's club industry. Together they built the company on impeccable service and reliability, earning themselves a reputation for excellence that still stands to this day.

In 2022, Cato partnered with Anthony Critelli, Vice president of Atlantic Payments Group, to form Atlantic TurnKey ATM Solutions after Cabe started moving toward retirement.

"[Cato] wanted to make sure he was able to continue to successfully support his customers into the future," Critelli explains. "He brought me on board to help with operations and we partnered to create Atlantic TurnKey ATM Solutions. We are built on the core principles [Cabe and Cato] have instilled in this industry and will continue that legacy long into the future."

## TurnKey's 30-year evolution

In 1997, TurnKey attended its first ED EXPO at the Palace Station Hotel and Casino in Las Vegas as Cabe & Cato, Inc. Their attendance helped them gain recognition in the adult industry, and they've attended every EXPO since. 

**"We are built on the core principles [Cabe and Cato] have instilled in this industry and will continue that legacy long into the future." - Anthony Critelli**



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**continued from page 46**

As the company's presence in strip clubs grew, they decided to branch out and get more involved.

In 1999, Cato attended the ACE National formation meeting in Myrtle Beach, SC, leading to a partnership of support that remains intact today. TurnKey has supported state chapters of ACE ever since, contributing to the creation of the Peach State Georgia chapter by hosting member "drive" lunches for club owners. The company's involvement in the adult industry took off after Cato developed Club Control Systems, a POS platform built exclusively for gentlemen's clubs.

Then, in 2001, Cato introduced the concept of flat fee/variable surcharge percentage to the industry.

"He worked with the manufacturers to add this capability to ATM terminals and rolled it out with Spearmint Rhino," Critelli shares. "This concept allows us to raise the withdrawal limit at the ATM terminal giving club customers the ability to withdraw more money to spend. The amount of cash dispensed increased by over 20 percent with this change and the surcharge revenue that the clubs earned more than doubled. Since this was introduced, TurnKey has been responsible for the dispense and surcharge of over a billion dollars of cash in its portfolio of clubs."

### **An ATM service for everyone**

No matter how big or small, Atlantic TurnKey has a solution to fit every club's needs. They have nearly three decades of experience working with some of the largest club chains in the industry, but that doesn't mean they don't have services for the little guys as well.

"Regardless of the size of a club, we will be there to help in any way we can," explains Critelli. "We offer different services depending on what a club is looking for – our free ATM placement, management, loading and revenue sharing offering is a turnkey operation that takes all the work away from the club and earns them revenue at the same time. We also offer back-end processing if a club wants to



**Tom & Anthony Critelli**

operate a terminal themselves. We have several solutions to service any club in any area of the country reliably and dependably."

For those who already know of TurnKey, the company's reputation speaks for itself. They provide 24/7 customer service and troubleshooting, which is essential in the club industry.

"[Cato] once told me, 'If a club never had a problem with an ATM, the service provider wouldn't matter.' It's when there is a problem that who you choose to do business with matters, and TurnKey has been there for its customers 24/7 to help fix issues when they arise," Critelli recalls.

"That impeccable customer service will remain number one to this company."

He continues adding, "Atlantic TurnKey typically recommends Genmega brand for strip clubs due to its extensive line of products and reliability to fit each club's needs. We have an option for any cash solution a club may be looking for."

### **Atlantic TurnKey is ready for the future**

Moving forward, Atlantic TurnKey aims to maintain its support for the adult nightclub industry and continue the legacy of its founders.

"We continue to look for ways to assist the industry and look for new strategies to help our partners either save money or earn more revenue," says Critelli. "As ATM manufacturers continue to innovate, we deploy the newest and best hardware and software that is available."

Atlantic TurnKey has attended every ED EXPO since 1996, and this year is no exception! As a sponsor of the ACE reception on Sunday, August 25, guests will notice the company's logo on their hotel keycards.

"We are so excited to be a part of the show this year and show our support in a few different ways," Critellis exclaims. "Please come see us at the 2024 ED EXPO in Dallas at booth #70 and say hello!"

**For more information, visit [turnkeyatmsolutions.com](http://turnkeyatmsolutions.com).**



**Warren Cato**

**"We continue to look for ways to assist the industry and look for new strategies to help our partners either save money or earn more revenue." - Anthony Critelli**



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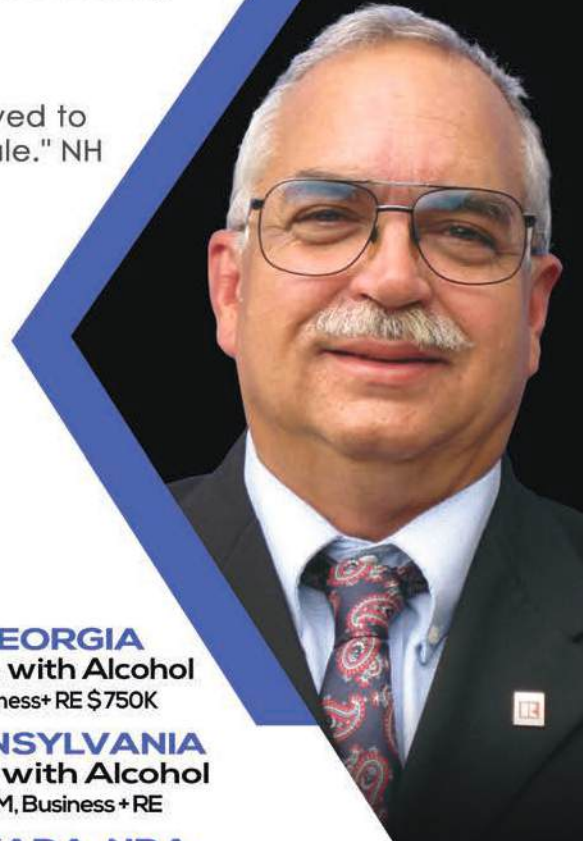
**NEW YORK STATE**  
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# Seminar Agenda

Your guide for this year's EXPO!



## Monday, August 26

Continental Breakfast from 10 - 11 am (Foyer outside of the Reunion Ballroom)



Burch



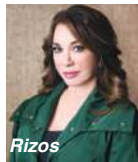
Fairchild

### The Legends of Dallas: 30-year veterans talk Big D history

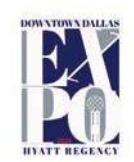
August 26, 11 - 11:45 am (Reunion Ballroom E-F-G-H)

Sponsored by **BLUbeem by Brink's**

There was nothing quite like the heyday of Dallas Metroplex adult nightclubs. As the rough-and-tumble go-go joints of the '70s gave way to the more well-run clubs of the '80s — everything from small, blue-collar venues to multi-million-dollar gentlemen's clubs — Dallas and its surrounding cities experienced a strip club renaissance. In fact, ED Magazine once dubbed Dallas/Ft. Worth the number-one club market in the US. At EXPO 2024, a select group of 30-year veterans of the Dallas club market — including **Scott Burch** of **Burch Management**, **David Fairchild** of **The Men's Club** and **Dawn Rizos** of **The Lodge** — will take a look back at what made Big D such a hotbed for adult clubs, and discuss how their club market has evolved over the past three decades.



Rizos



Kimmel



Lyon

### The Legal Panel: Let's get fired up!

August 26, Noon - 12:45 pm (Reunion Ballroom E-F-G-H)

Sponsored by **Pole Position**

Join us for a **rapid-fire Q&A** on current legal and regulatory threats, including: How to ensure club safety when treating entertainers as independent contractors or employees; The practical impacts of the FLSA rule change for club owners; The appellate court reversal in *Brown v. Peregrine Enterprises, Inc.*, dismissing arbitration due to the dancer/plaintiffs' refusal to pay agreed-upon fees; A glut of new human trafficking laws in Texas and Florida, aimed specifically at adult clubs; and Washington State's new "dancer's rights" bill, requiring anti-trafficking, sexual harassment and de-escalation training. The Legal Panel features four of the industry's top attorneys: **Jeffrey Kimmel**, **Devon Lyon**, **J. Michael Murray** and **Brad Shafer**. Moderated by ED Legal Correspondent **Larry Kaplan**.



Murray



Shafer



### Monday's Keynote Address:

### Hospitality expert Michael Tipps of Maverick Theory

August 26, 1 - 2 pm (Reunion Ballroom E-F-G-H)

When **Michael Tipps**, Founder and CEO of the consulting company, Maverick Theory, and Monday's Keynote Speaker, is brought on to assist a business, he first focuses on fine-tuning the mindset of the employer and their employees to attune them to that of the guest. It's a psychological, subversive and submersive experience that has become Tipps' top priority.

He calls his method of consideration, "Maverick mindset coaching," and its culmination, as the name suggests, is applying universal tactics to an individual establishment to build something original.

"Why do club owners think 'strip club,' and make it look like one?" asks Tipps, who assures me he actually loves strip clubs. He just thinks that, historically, they've been creatively restrained by their title. "I understand the need for stage music, audio and lighting, that makes sense, but why are so many clubs using the same model?" he continues. "One of the questions I've always gotten from adult nightclubs is, 'How do I make it look better?' Well, stop copying everybody else. You want to break the norm, so you've got to take risks."

**Don't miss  
Monday's  
Keynote!**





## Dancers' Security: Protect yourself in the club & on the road

Monday, August 26, Noon - 12:45 pm (in Reunion Ballroom A-B-C) with Robert Smith

Entertainers often face situations where their safety is at risk. It can happen in the club, outside of the club, or while they're traveling from one club to another. This seminar will discuss several issues most entertainers have encountered, and too often, just didn't know what to do when one of these issues arose. **Robert C. Smith**, a retired veteran police detective will discuss what some of the issues might be, and what responses and solutions might be. Issues such as groping, threats, assault, sexual assault, drug offers, "creepers", stalker situations at the club or at home, and more.

# Tuesday, August 27

Continental Breakfast from 9:30 - 10:30 am (Foyer outside of the Reunion Ballroom)



Santanello



Laine

## It's more important than ever to hire female club managers!

August 27, 10:30 - 11:15 am (Reunion Ballroom E-F-G-H)

Sponsored by CWA Merchant Services

The adult nightclub industry could not survive without women. You might think we mean the entertainers — and of course, that's true — but we're also talking about the women who are running clubs across the US today. This seminar will feature some of the top female club operators and will discuss the advantages that female GMs may have over their male counterparts, whether or not former entertainers can be successful managers and how to best integrate a female manager into your club's operations. Speakers will include veteran GMs **Heidi Santanello** of Diamonds Cabaret in Sauget, IL (GM of the Year nominee) and **Amanda Laine** of Spearmint Rhino Lexington.



Caressa



McAvoy

## How to get — and keep — entertainers in the digital age

August 27, 11:30 am - 12:15 pm (Reunion Ballroom E-F-G-H)

Sponsored by Platinum Processing

For many club owners and managers, the number-one issue they're faced with on a daily basis is having enough quality entertainers. Of course, that's no secret — clubs have struggled with this aspect of club operation for decades. But now, with the growth of sites like OnlyFans, it's harder to "keep" the entertainers you have more than ever before. Our panel of experts will address these key issues, with a special concentration on the best strategies for entertainer retention. Speakers will include **Caressa** of Pole Position, **Mark McAvoy** of Bucks Cabaret in Columbus, Ohio and The Pony Clubs' head DJ **Jeb Jarrell**.



Jarrell



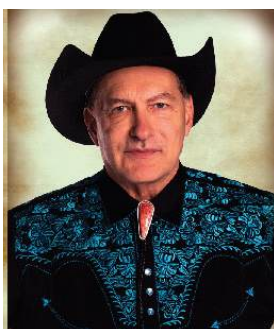
## Tuesday's Keynote Address: Lone-Star legend Joe Bob Briggs

August 27, 12:30 - 1 pm (Reunion Ballroom E-F-G-H)

**Joe Bob Briggs** may be best known for his career as a TV host that stretches back several decades for TNT, The Movie Channel and more recently, AMC/Shudder, where his "The Last Drive-In" streaming show has earned a loyal legion of followers. But there's much more to this Texas legend than simply his life on the boob tube. In fact, Joe Bob Briggs (real name John Bloom) is a true connoisseur of the Lone Star State's go-go joints and burlesque bars, stretching all the way back to the '70s. In fact, Briggs wrote about the Dallas clubs in publications such as the Dallas Observer and D Magazine, as part of his "lifetime crusade against Puritanism," as he so eloquently puts it.

"These clubs are constantly fighting the establishment, trying to stay in business as moral crusaders attack them with ever more ridiculous ordinances, and what it comes down to is the crusaders just don't like boobs!" says Briggs.

At EXPO 2024, this Texas native is going to bring his infectious charm and energy to address an industry he has long admired, written about and still celebrates to this day. Briggs says, "I intend to wake everyone up with a proud-and-loud celebration of the all-American strip club tradition and its importance for the causes of free speech and free expression and all the other rights with 'free' in the name."



## Don't miss Tuesday's Keynote!



Dr. Monique

## For Dancers Only: Your work-life balance & your mental health

**Tuesday, August 27, New Time: 1:15 - 2 pm (in Reunion Ballroom A-B-C)**

Creating and maintaining a balance between your “work” life and your private life is critical for an entertainer’s mental health. Our mental health experts will discuss the ways that entertainers can ensure that they’re not bringing their “work” home with them, while also maintaining a positive frame of mind in the club. Helming this important seminar will be **Dr. Monique Martinez-Quiros of Key Rose LLC**, a doctorate-level, dually licensed (NV & AZ) behavioral health professional with a specialty in integrated behavioral health.

## Wednesday, August 28

**Continental Breakfast from 10 - 11 am (Reunion Foyer)**



### Find your friends, know your enemies How hypocritical extremists plan to shut you down

**Presented by ACE National  
August 28, 11 am - Noon (Reunion Ballroom E-F-G-H)**



Spencer-Crisp

Without any hyperbole or exaggeration, there is an extremist movement in this country toward a theocracy, where justices and politicians are using the bible to justify new legislation aimed against adult businesses. It’s true — the **Family Policy Council** has targeted YOUR industry and they have a three-part strategy that involves passing legislation against anything deemed “adult.” The new age-restriction bans passed in Texas, Florida and elsewhere are just the first step in this plan. **So, what can YOU do to prevent this extremist theocracy from passing harmful legislation against the industry?** ACE Executive Director **Angelina Spencer-Crisp** and her panel of experts and stalwart First Amendment defenders will explain why this is no idle threat and will offer specific ways in which owners and operators can get involved on a local level to network and build relationships that will help ensure that these powerful religious zealots don’t have their way.

**Note: This seminar is designed for all EXPO attendees!**

### Are you prepared? Civilian response to an active shooter

**Presented by Micheal Ocello in conjunction with Texas State University  
August 28, Noon - 1:30 pm (Reunion Ballroom E-F-G-H)**



Ocello

In 2023 there were more than 600 active shooter events in the US — you read that correctly, 600. This, of course, extends far outside of our industry into public spaces of all kinds and sizes. The question is, what would you do if you found yourself confronted by an active shooter situation? Would you know what you could do, or should do? In conjunction with Texas State University and the **Advanced Law Enforcement Rapid Response Training Center (ALERRT)**, **Micheal Ocello** (of RCI and ACE/COAST) will present a training course in life-saving for every EXPO attendee (**note: this is not specifically a “club security” course, this is a survival course**). This seminar will outline the steps for a civilian response to an active shooter event (CRASE), and afterward, attendees will receive a certificate of completion from **Texas State University**.

**Note: This seminar is designed for all EXPO attendees!**

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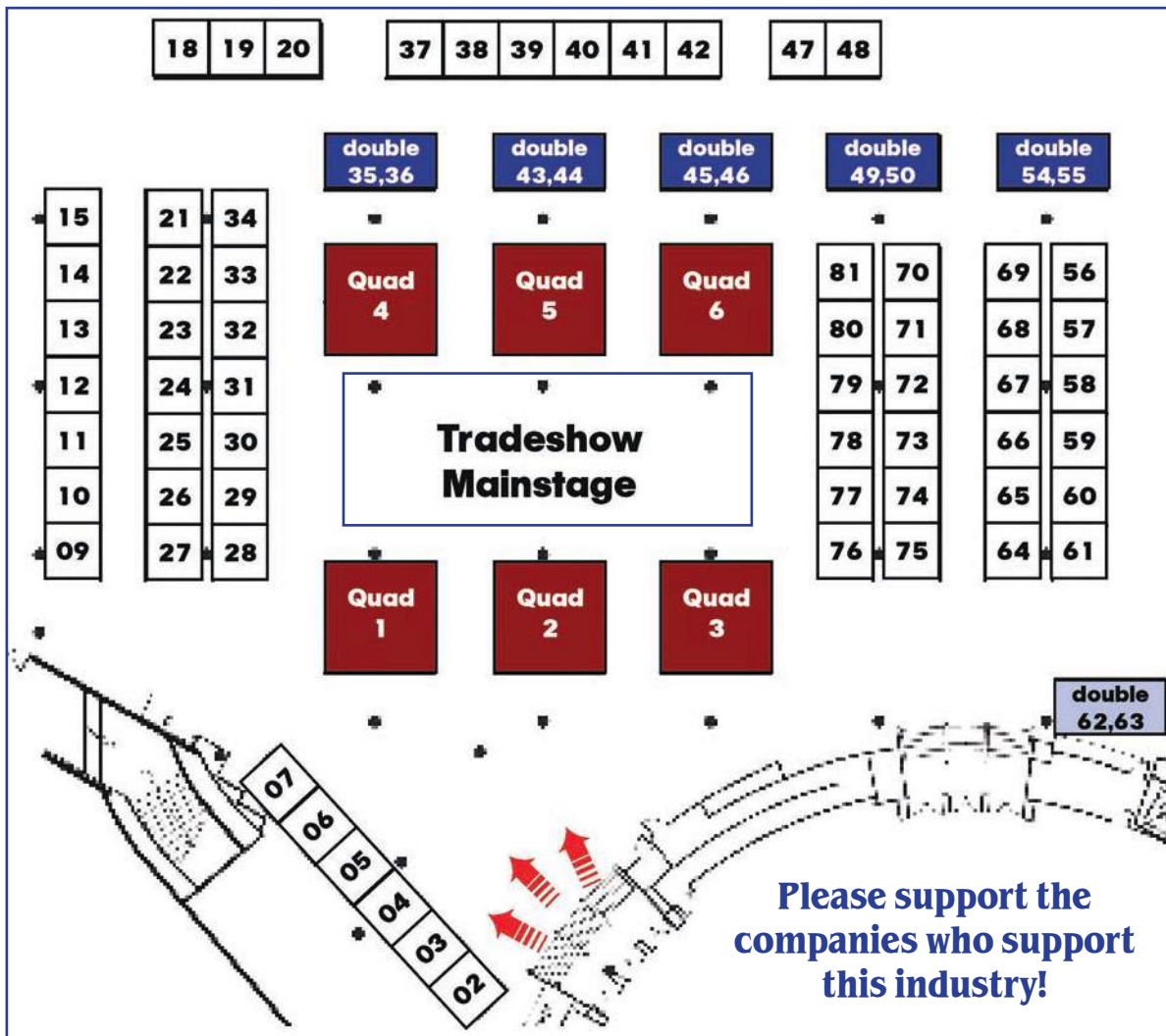
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