



BETMGM

Sports Wagering Quarterly Report Q2 2023

Presented to:
Massachusetts Gaming Commission



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REVENUE

Q 2 2023

REVENUE & TAXES*

Month	Revenue	Taxes Collected	Handle
March	7,314,463	1,462,893	3.23%
April	4,610,952	922,191	2.15%
May	5,391,257	1,078,251	3.09%
June	3,539,724	707,945	2.83%
Total	\$ 20,856,396	\$ 4,171,280	2.82%

NOTE: Future reports will include prior quarter data.

* Online wagering only



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HUMAN RESOURCES

Q2 2023

RESOURCE DIVERSITY*

Employee Level	Total Employees	Minority		Veteran		Woman		MA Residents	
		Count	%	Count	%	Count	%	Count	%
Executive	17	2	12%	1	6%	3	18%	0	0%
Supervisor/Manager	241	72	30%	4	2%	78	32%	0	0%
Non-Manager	905	455	50%	15	2%	291	32%	6	1%
Total	1,164	529	45%	20	2%	372	32%	6	1%

NOTE: Future reports will include prior quarter data.

* Data provided is as of 6/30/23



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VENDOR UTILITY

Q2 2023

GLOBAL VENDOR UTILTIY

Spend Type	Q2	
	Dollars	%
Total Vendor Spend	\$ 150,994,785	100%
Diverse Vendor Spend	\$ 1,211,447	1%

Diversity Type	Q2	
	Dollars	%
Diverse & Small	\$ 939,262	78%
Small Only	\$ 230,521	19%
Diverse Only	\$ 41,664	3%
Minority Business Enterprise	\$ 672,908	56%
Veteran Business Enterprise	\$ 206,581	17%
Women Business Enterprise	\$ 30,546	3%

NOTE: Future reports will include prior quarter data

LOCAL VENDOR UTILTIY*

Submission Date	Dollars
March	245,140
April	3,780,000
May	3,512,990
June	730,075
Total	\$ 8,268,204

Vendor Category	Dollars
Small & Medium Enterprises	\$ 80,762
Total Spend %	0.98%

NOTE: Future reports will include prior quarter data

* Figures based upon vendor disbursement reports previously submitted and capture all spend from March through June 2023.



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COMPLIANCE

Q2 2023

DIGITAL UNDERAGE USE*

Period	Underage Patrons
April-June	1

NOTE: Future reports will include prior quarter data.

*The above case pertains to BetMGM digital product only. Local retail cases are monitored and attended to by MGM.



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RESPONSIBLE GAMING

Q2 2023

SELF-REGULATION

Month	Patrons	
	Time-Out Tool	Voluntary Self Exclusion
March	56	50
April - June	234	150
Total	290	200

NOTE: Future reports will include prior quarter data.

Responsible Gaming

- BetMGM launched a new online responsible gaming training program on April 19, 2023
 - This program will be used as part of new hire orientation and an annual refresher
 - Different trainings were created, each tailored to the role of the BetMGM employee
 - Roles that are more customer-facing will receive enhanced training on customer interactions
 - Trainings include GameSense material as well as specific processes as they relate to BetMGM
- BetMGM proudly participated in Problem Gambling Awareness Month and, in support of the National Council on Problem Gambling's efforts, did the following:
 - Featured GameSense information, tips, and responsible gambling strategies throughout its social media channels
 - Banners were placed on the platform to raise awareness of the BetMGM responsible gambling tools
 - Partnered with EPIC Risk Management to conduct employee learning sessions involving lived experience and what operators can do to support their customers
 - Email campaigns were run to provide details on problem gambling awareness and other BetMGM responsible gambling efforts
 - A GameSense trivia game was held during a company-wide meeting to engage all company employees in responsible and problem gambling knowledge retention



LOTTERY

Q2 2023

Lottery

- BetMGM's primary focus in Massachusetts is specific to sports wagering
 - At this time, BetMGM does not have a commercial relationship with the Massachusetts State Lottery
 - The organization is always considering additional ways we can assist our license providers and their organizations
- MGM Springfield offers on-property lottery engagement



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COMMUNITY OUTREACH

Q2 2023

Community Outreach

- BetMGM's community outreach efforts are funneled through a series of 7 Employee Resource Groups (ERGs):
 - AAPI Voices
 - Bet on Vets
 - Black Employee Network
 - ImpACT
 - LatinX Alliance
 - Pride@BetMGM
 - Women@BetMGM
- As a part of the ERGs, members can get involved with the business as well as be a part of our greater community.



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BELIEVE IN YOUR GAME