



Sports Wagering Quarterly Report Q4 2023

Presented to:
Massachusetts Gaming Commission



REVENUE

Q 4 2023

REVENUE & TAXES*

Month	Revenue	Taxes Collected	Handle
July	\$ 2,478,348	\$ 495,670	2.2%
August	\$ 2,403,054	\$ 480,611	2.3%
September	\$ 3,603,434	\$ 720,687	2.2%
Totals	\$ 8,484,836	\$ 1,696,968	
October	\$ 4,275,414	\$ 855,083	2.4%
November	\$ 2,992,596	\$ 598,519	1.5%
December	\$ 3,079,941	\$ 615,988	1.6%
Totals	\$ 10,347,951	\$ 2,069,590	

* Online wagering only



BETMGM

HUMAN RESOURCES

Q 4 2023

RESOURCE DIVERSITY

Q3

Employee Level	Total Employees	Minority		Veteran		Woman*		MA Residents	
		Count	%	Count	%	Count	%	Count	%
Executive	18	2	11%	1	6%	4	22%	0	0%
Supervisor/Manager	243	72	30%	4	2%	77	32%	1	0%
Non-Manager	1,029	586	57%	13	1%	355	34%	6	1%
Total	1,290	660	51%	18	1%	436	34%	7	1%

Q4

Employee Level	Total Employees	Minority		Veteran		Woman*		MA Residents	
		Count	%	Count	%	Count	%	Count	%
Executive	18	2	11%	1	6%	3	17%	0	0%
Supervisor/Manager	294	89	30%	4	1%	101	34%	2	1%
Non-Manager	1,020	544	53%	14	1%	354	35%	9	1%
Total	1,332	635	48%	19	1%	458	34%	11	1%

* Non-Binary included in this total



VENDOR UTILITY

Q 4 2023

GLOBAL VENDOR UTILITY

Spend Type	Q3		Q4	
	Dollars	% *	Dollars	% *
Total Vendor Spend	\$ 110,493,293	100.0%	\$ 173,553,485	100.0%
Diverse Vendor Spend	\$ 3,122,703	2.8%	\$ 1,779,729	1.0%

Diversity Type	Q3		Q4	
	Dollars	% **	Dollars	% **
Diverse & Small	\$ 784,728	25.1%	\$ 693,396	49.4%
Small Only	\$ 2,290,419	73.3%	\$ 1,067,335	76.1%
Diverse Only	\$ 47,556	1.5%	\$ 36,990	2.6%
Minority Business Enterprise	\$ 459,073	14.7%	\$ 468,749	33.4%
Veteran Business Enterprise	\$ 133,010	4.3%	\$ 31,818	2.3%
Women Business Enterprise	\$ 545,263	17.5%	\$ 353,976	25.2%

* Of Total Vendor Spend

** Of Diverse Vendor Spend

LOCAL VENDOR UTILITY

Quarter	Spend
3Q	\$ 1,500,751
4Q	\$ 767,672
All Quarters	\$ 2,268,423

Type	Spend	Quarter(s)
MBE	\$ 72,449	3,4
Small	\$ 3,000	4
All Types	\$ 75,449	



BETMGM

COMPLIANCE

Q 4 2023

DIGITAL UNDERAGE USE

Timeframe	Underage Patrons*
Q1	0
Q2	1
Q3	0
Q4	1
TOTALS	2

*BetMGM digital product only. MGM Springfield oversees the retail sportsbook as the licensed Operator.

DIGITAL UNDERAGE USE

“Underage” Definition: Any individual confirmed to be under the age of 21 that successfully holds a digital sports wagering account.

Cases Filed: In accordance with state regulations and BetMGM definitions, we have filed **1 Suspicious Activity Disclosure (SAD)** in Q4 for underage access.

Additional Investigations: Excluding the SAD noted above, there were 3 suspected instances of underage access in Q4. These instances were investigated, and BetMGM concluded that none of those incidents were cases of underage access.



BETMGM

RESPONSIBLE GAMING

Q 4 2 0 2 3

SELF-REGULATION

Patrons		
Timeframe	Time-Out Tool (Cool-Off)	Voluntary Self Exclusion
Q4	1,089	187
Total	1,089	187

Cool-Off Days			
Timeframe	Average	Median	Maximum
Q4	107	30	365

*Q3 data is under revision and will be provided once available.



LOTTERY

Q 4 2 0 2 3

Lottery

- BetMGM continues to explore a partnership with the Massachusetts Lottery. Conversations and analysis of a strategic partnership are ongoing.
- MGM Springfield offers on-property lottery engagement



BETMGM

COMMUNITY OUTREACH

Q 4 2023

Community Outreach

BetMGM offers 7 Employee Resource Groups (ERGs) to engage our staff in initiatives they feel passionate about within BetMGM and the community:

- **BEN:** Establish the inclusion and advancement of employees who identify as Black, of African descent, or Caribbean within our organization while cultivating impactful partnerships and strong community engagement outside of BetMGM
- **Latinx Alliance:** Develop a network of Latinx team members, promote their professional development and share their experiences broadly at BetMGM, while positively impacting the Latinx community outside of our organization through civic engagement.
- **Pride:** Elevate inclusive workplace policies, benefits, and environment to positively impact LGBTQ+ employees and cultivate a culture where all employees feel secure in being their authentic selves in our organization.
- **Impact:** Simply stated, allyship is all about taking action to create a more inclusive workplace where everyone can do their best work and thrive. Allies speak up when they see non-inclusive behavior, use their clout to open career doors, and advocate for systemic change to status-quo processes to be more equitable.
- **AAPI Voices:** Uniting the greater Asian American and Pacific Islander communities at BetMGM by educating, celebrating our cultures, amplifying our stories and increasing opportunities for employee development.
- **Women@BetMGM:** To provide professional and personal support and development opportunities for those who identify as female, while cultivating an inclusive environment which encourages them to advance into leadership roles through collaboration, development, mentorship and community connection.
- **Bet on Vets:** Bet on Vet's mission is to promote a culture of diversity and inclusion at BetMGM for veterans, military families and allies by creating awareness and engagement through internal education. The group is committed to supporting each other through veteran recruitment and partnership with external veteran organizations that help to support these goals.

Community Outreach

ERG and Organizational Community Engagement Efforts:

Latinx Heritage Month - School Supplies Drive (Continued from Q3)

- BetMGM donated supplies to Ocean Academy Charter School.

Adopt a Family Program (Continued from Q3)

- BetMGM has partnered with Volunteers of America to sponsor 4 families in our community. The purpose is to help those in need by providing food, toys, clothing, and other essentials this holiday season.

BetMGM x USO Salute the Troops Initiative

- BetMGM partnered with USO to "Salute the Troops" and serve breakfast to 170 service members.



Community Outreach

Empower Mentorship Program

Purpose: Provide mentorship and professional growth opportunities to BetMGM ERG members, many of whom come from underrepresented backgrounds. Each mentor-mentee pairing is encouraged to meet for at least 1 hour per month for 6 months.

The company mentors are leaders from all levels across various business areas exhibiting the following qualifications:

- People leader
- Active in BetMGM's Take the Lead Program
- People business partner approval
- 1 year tenure at BetMGM

Topics of discussion offered as a guideline are:

- Goalsetting
- Effective communication and maintaining relationships
- How to network more effectively
- Building your career
- How to be most productive
- Barriers to inclusion





BETMGM
BELIEVE IN YOUR GAME