

QUARTERLY REPORT



NOVEMBER 21, 2019
ENCORE BOSTON HARBOR



Gaming Revenue, Taxes & Lottery Sales



GAMING REVENUE & TAXES



Month	Slot Gross Gaming Revenue	Table Games Gross Gaming Revenue	Total Gross Gaming Revenue	MA State Taxes Due
June (23-30)	\$9,118,170.27	\$7,671,773.61	\$16,789,943.88	\$4,197,485.97
July	\$21,154,550.03	\$27,420,017.39	\$48,574,567.42	\$12,143,641.86
August	\$20,229,552.72	\$32,256,686.94	\$52,486,239.66	\$13,121,559.92
September	\$21,866,431.67	\$27,091,904.31	\$48,958,335.98	\$12,239,584.00
Total	\$72,368,704.69	\$94,440,382.25	\$166,809,086.94	\$41,702,271.74

LOTTERY SALES



Month ¹	Lottery Sales
June (23-30)	\$5,903.00
July	\$100,508.00
August	\$241,779.00
September	\$186,923.00
Total	\$535,113.00

¹The periods for which relevant sales are reported are based upon week-end totals, and may not correspond precisely to calendar month periods.



Compliance



Month	Minors ¹ Intercepted on Gaming Floor and Prevented from Gaming	Minors Intercepted Gaming	Minors Intercepted Consuming Alcohol
June (23-30)	29	10	0
July	38	11	0
August	36	14	0
September	25	6	5
Total	128	41	5

¹For purposes of this Quarterly Report, “minor” shall mean a person under 21 years of age.



Operating Spend





46 Minority, Veteran's and/or Women's Business Enterprises



47 Local Vendors

SPENDING HIGHLIGHTS CONT'D



More than \$2 million spent with Everett based MBE, ***DPV Transportation, Inc.***



More than \$500,00 spent with Chelsea based WBE, ***Harbour Food Service Equipment***



More than \$300,000 spent with Woburn based WBE, ***Dole & Bailey, Inc.***



Employment



EMPLOYMENT¹



Employee Category	Total of Employees in Category	Percentage of Total Employees
Full-Time	3,422	73%
Part-Time	1,252	27%
Total Number of Employees	4,674	100%

¹All employee figures are current as of November 12, 2019.

EMPLOYMENT CONT'D

Employee Category	Total of Employees in Category	Percentage of Total Employees
Minority	2,494	54%
Veteran	148	3%
Women	2,029	44%
Local	4,050	87%



Marketing and Entertainment Update



PUBLIC PROMOTIONS



JULY

A rewarding offer.



Red Card members have always enjoyed special rewards, such as discounts on valet or self-parking. Now, members who earn 100 points playing slots will receive \$25 in **FREECREDIT**. Hurry, our grand opening promotion is valid from July 8 through 25, 2019.

Sign up at encorebostonharbor.com/redcard.



To learn about responsible play, visit gamesensema.com. If you or a friend has concerns about a gambling problem, call the 24-hour Problem Gambling Helpline at (800)426-1234. Must be 21 years of age or older to enter gaming. Your valid identification required.

FREECREDIT Bonus Giveaway July 8 - July 25, 2019

EARNING
Monday through Thursday
9:00 a.m. - 3:00 p.m.

▶ Earn 100 slot points and get a bonus \$25 in **FREECREDIT**

▶ Maximum of one bonus per promotional day

▶ Red Card must be inserted into the slot machine for points to accumulate

REDEMPTION
Monday through Thursday
9:00 a.m. - 3:00 p.m.

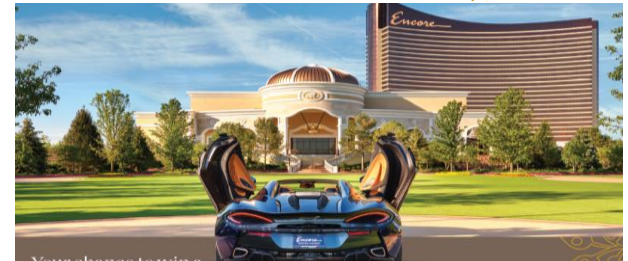
▶ Once the point threshold is reached a bonus **FREECREDIT** prize will be awarded automatically at the slot machine

▶ **FREECREDIT** is available for 30 days

AUGUST



SEPTEMBER



Your chance to win a 2019 McLaren 570S or \$100,000 in cash

PLUS, OVER 150 FREECREDIT PRIZES

This August, we are rewarding our valued Red Card members like never before. Our Labor Day of LuxurySM Giveaway is your chance to win one of the world's most stylish cars, a 2019 McLaren 570SSM Spider. And all you have to do is play your favorite slots using your Red Card.

HOW TO ENTER THE DRAWING

It begins on August 1. For every 200 points you earn playing slots, you will receive one drawing entry that could be your ticket to win a new McLaren, or up to \$2,000 in **FREECREDIT**. The more you play, the greater your chances of winning.

- Earning period is from Thursday, August 1st 6 a.m. to Thursday, August 29th 11:59 p.m.
- You will receive one drawing entry for every 200 points earned in this timeframe.
- You can earn an unlimited amount of entries.
- Pick up your drawing tickets at the Red Card desk from Thursday, August 1st 7 a.m. to Friday, August 30th 11:59 p.m.
- Draw your ticket for the day of the drawing.
- HOW TO WIN**
- The drawing will be held in Piosco Ballroom on Sunday, September 1st. Please indicate in the drawing draw located at the secondary Red Card Desk near Durbin beginning at 12 p.m. Two winners will be drawn every 30 minutes from 12:00 p.m. to 11:00 p.m. for \$1000 in **FREECREDIT** or a chance to be a finalist.
- At 7 p.m., one grand prize winner will ride away in a 2019 McLaren 570SSM Spider or \$200,000 in cash, and the remaining finalists will receive \$2,000 in **FREECREDIT**.
- At 8 p.m., fifty second chance drawing winners will receive \$100 in **FREECREDIT**.
- Full promotion details are available at the Red Card desk.

Eligible Competitor Tier Match Offer

Receive anywhere from \$75 to \$500 in **FREECREDIT** when you bring in an eligible players card from another New England casino.

Tier	FREECREDIT	Openen Code
Platinum	\$50	3007
Diamond	\$500	3008

Tier	FREECREDIT	Openen Code
Leap	\$25	3009
Ascend	\$50	3010
Blaze	\$500	3011

MGM Springfield

Tier	FREECREDIT	Openen Code
Pearl	\$25	3002
Gold	\$50	3003
Platinum & Noir	\$500	3004



INVITED CONCERTS



An evening with Tony

To thank our valued Red Card members, we are pleased to offer you complimentary tickets to see **Tony Bennett**. The offer includes two tickets and a **complimentary two-night stay** for the show.

August 8, Doors 6:30 p.m., Showtime 7:30 p.m.
Location: Picasso Ballroom

Please contact your preferred Casino Marketing Executive at (857) 770-7777 to reserve your tickets.



See KC bring sunshine to our stage.

To thank our valued Red Card members, we are pleased to offer you complimentary tickets to see **KC and The Sunshine Band**. The offer includes two tickets and a **complimentary two-night stay** for the show.

August 16, Doors 7:30 p.m., Showtime 8:00 p.m.
Location: Picasso Ballroom



INVITED CONCERTS CONT'D

Earth, Wind & Fire

WYNN RESORTS CORDIALLY INVITES YOU
FOR A MAGICAL WEEKEND IN CELEBRATION
OF OUR NEW SIGNATURE RESORT

Encore
BOSTON HARBOR

JUNE 28 & 29, 2019

ONE BROADWAY
EVERETT, MASSACHUSETTS

[CLICK HERE
FOR ITINERARY](#)

THE FAVOUR OF A REPLY IS REQUESTED BY
JUNE 10, 2019

PLEASE CALL US AT (702) 770-8600
TO MAKE YOUR RESERVATION TODAY.

If you no longer wish to receive email from Encore Boston Harbor, click here to unsubscribe.
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Paul Anka

JOIN US FOR AN
ENTERTAINING EVENING
FEATURING THE LEGENDARY
PAUL ANKA

SATURDAY, JULY 6, 2019
6:30 p.m.

DINNER & CONCERT
PICASSO BALLROOM

Encore
BOSTON HARBOR

PLEASE CALL US AT (857) 770-7777
TO MAKE YOUR RESERVATION TODAY.

This offer is exclusively for the intended recipient.
To learn about responsible play, visit www.gamesinsma.com. If you or a friend has concerns about a gambling problem, call the 24-hour Problem Gambling Helpline at (800) 428-1234. Must be 21 years of age or older to enter gaming floor; valid identification required.

Mùa Thu Yêu Thương

Encore
BOSTON HARBOR

Mùa Thu
Yêu Thương

September 21, 2019 | 10 p.m.

ADDRESS: ONE BROADWAY, EVERETT, MA 02149
SHOWROOM: PICASSO BALLROOM
SHOW TIME: 10:00 P.M.
BAN TỔ CHỨC: COSMO SHOWPLACE
DIỆN THOẠI: (617) 213-0213

VIP TICKET: \$148 | STANDARD TICKET \$98
TICKET RETAILERS / ĐỊA ĐIỂM BÁN VÉ:
MỸ XUYẾN (617) 288-5726
1460 DORCHESTER AVE, DORCHESTER, MA 02122
NHƯ NGỌC (508) 791-5783
860 MAIN ST, WORCESTER, MA 06160

HƯƠNG TRÂM, PHẠM ĐÌNH TƯỜNG, VIỆT HUONG, NGUYỄN TÂM
TRƯỜNG VŨ, BANG TÂN, TUẤN ANH, LÂM YẾN PHU
MC: NGUYỄN NGỌC NGÂN
BAND NAME: THE BROTHER BAND

PUBLIC SPECIAL EVENTS: CHAMPIONSHIP PRO BOXING


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UFC FIGHT PASS MURPHYS BOXING Budweiser

CHAMPIONSHIP PRO BOXING

JULY 12, 2019 | DOORS OPEN AT 7 PM

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GREG VENDETTI vs. **MICHAEL ANDERSON**
21-3-1 12 KO vs. 17-2-1 10 KO

RAY MOYLLETTE vs. LARRY FRYERS
11-1 4KO vs. 10-1 3KO

LUIS ARCON DIAZ vs. NIALL O'CONNOR
7-0 7KO vs. 6-0 4KO

MIKE OHAN JR. vs. JOE FARINA
9-0 5KO vs. 6-1 4KO

JAMES PERELLA vs. PADDY IRWIN
3-0 3KO vs. 4-0 3KO


DON'T MISS THIS EVENT.
BUY TICKETS AT TICKETMASTER.COM. GET EVENT DETAILS AT ENCOREBOSTONHARBOR.COM.



UFC FIGHT PASS MURPHYS BOXING Budweiser

CHAMPIONSHIP PRO BOXING

AUGUST 23 | DOORS OPEN AT 7 PM



SPIKE O'SULLIVAN vs. **ABRAHAM NOVA**
30-3 vs. 16-0

KHIRY TODD vs. CARLOS GONGORA vs. JAMES PERELLA
0-1 vs. 10-0 vs. 4-0

JAMES PERKINS vs. JONATHAN DEPINA
PRO DEBUT vs. PRO DEBUT

TICKETS AT MURPHYSBOXING.COM

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BOSTON HARBOR

Emily Hanley/Murphys Boxing/Fightography © 2019 |

PUBLIC SPECIAL EVENTS: HIGH TEA

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A tea dance *unlike* any other

SEPTEMBER 28, 2019
3 p.m. to sunset

ENCORE BOSTON HARBOR | SOUTH LAWN

End September on a high note with an afternoon tea dance. Dress to impress, dance the day away and revel as the sun sets over the Mystic River. The South Lawn at Encore Boston Harbor will be buzzing with music, performers, lawn games and good company. In case of inclement weather hightea will take place in the Ploaso Ballroom.

highTea Grand Hostesses
Yuhua Hamasaki (RuPaul's Drag Race)
Beats & Ambiance
The People of Boston's DJ L Duke
Celebrity DJ Daniela See (Showtime's The L Word)
Ballroom Vegas Moments and Performance by Royal House of Nina Orizoi
with LEGENDARY OMARI WILES
VIP Hosts
OB Glasser | Ivy League | Bex from KBS 106
Partners
HeartMedia | AIDS Action Committee

encorebostonharbor.com/hightea
#AuthenticallyEncore

Encore BOSTON HARBOR | AIDS ACTION | hightea

RSV/P to attend and receive complimentary parking, subject to availability. Must be 21+.



INVITED SPECIAL EVENTS: FENWAY PARK & GILLETTE STADIUM SUITES

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GILLETTE STADIUM SUITES



FENWAY PARK SUITES





Community Impact Update



CLEANUP OF JORDAN BOYS AND GIRLS CLUB OF BOSTON (Sept. 30)

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CLEANUP OF STONE ZOO (Oct. 21)

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ZOO
NEW ENGLAND
Franklin Park Zoo • Stone Zoo



110 TEAM MEMBERS AND FRIENDS PARTICIPATE IN DAV 5K (Nov. 9)

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DAV[®]
FULFILLING OUR PROMISES
TO THE MEN AND WOMEN WHO SERVED



COMMUNITY IMPACT HIGHLIGHTS



Gold Winner of Massachusetts Economic Impact Award



Donated **\$2.4M** to local charitable organizations



4,200 Employee Volunteer Hours YTD

QUESTIONS?

