

QUARTERLY REPORT

Q4 2019



MARCH 12, 2020
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 Collected
October	\$22,284,638.39	\$23,528,188.72	\$45,812,827.11	\$11,453,206.78
November	\$22,783,908.65	\$24,524,180.65	\$47,308,089.30	\$11,827,022.33
December	\$22,606,800.16	\$31,406,375.61	\$54,013,175.77	\$13,503,293.94
Totals	\$67,675,347.20	\$79,458,744.98	\$147,134,092.18	\$36,783,523.05

LOTTERY SALES



Month ¹	Lottery Sales
October	\$257,627.00
November	\$207,466.00
December	\$236,790.00
Total	\$701,883.00

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



Compliance



COMPLIANCE: MINORS PREVENTED FROM GAMING



Month	Minors ¹ Intercepted on Gaming Floor and Prevented from Gaming*
October	15
November	17
December	9
Total	41

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

COMPLIANCE: MINORS INTERCEPTED GAMING

Month	Minors Intercepted Gaming at Slot Machines	Minors Intercepted Gaming at Tables	Minors Intercepted Consuming Alcohol	Number of IDs NOT Checked that Resulted in Minor on Gaming Floor	Number of Fake IDs Provided by Minors that Resulted in Minor on Gaming Floor
October	2	6	3	2	6
November	3	5	3	5	3
December	7	0	0	3	4
Totals	12	11	6	10	13

- Average length of time spent on casino floor by minors was 1 hour, 10 minutes.
- Longest length of time spent on casino floor by a minor was 3 hours, 5 minutes.
- Shortest length of time spent on casino floor by a minor was 2 minutes.



Operating Spend



OPERATING SPEND: DIVERSITY



Diversity Category	Q3 2019 Spend	Q4 2019 Spend	Total 2019 Spend ¹	Percentage of Total Q4 2019 Spend ²	Annual Goal
Women's Business Enterprise	\$6,125,158.55	\$2,827,858.74	\$8,953,017.29	10%	14%
Minority Business Enterprise	\$3,176,458.31	\$2,057,091.24	\$5,233,549.55	7%	8%
Veteran's Business Enterprise	\$499,444.91	\$1,435,422.71	\$1,934,867.62	5%	3%
Total	\$9,801,061.77	\$6,321,182.69	\$16,122,244.46	N/A	N/A

¹ The "Total 2019 Spend" includes only purchases made from July 1, 2019 - December 31, 2019.

² The "Total Q4 2019 Spend" referenced herein is \$28,626,727.86.

OPERATING SPEND: LOCAL

Municipality	Q3 2019 Spend	Q4 2019 Spend	Total 2019 Spend ¹	Annual Goal
Everett	\$4,261,432.79	\$2,154,778.60	\$6,416,211.39	\$10,000,000.00
Boston	\$5,753,215.54	\$5,155,527.70	\$10,908,743.24	\$20,000,000.00
Chelsea	\$1,765,166.25	\$791,803.32	\$2,556,969.57	\$2,500,000.00
Malden	\$702,091.87	\$182,785.14	\$884,877.01	\$10,000,000.00
Medford	\$846,026.84	\$200,067.55	\$1,046,094.39	\$10,000,000.00
Somerville	\$1,691,825.14	\$1,421,587.21	\$3,113,412.35	\$10,000,000.00

\$16,500,059.02 or **58%** of the **\$28,626,727.86** total Q4 2019 spend was attributable to businesses in Massachusetts.

¹ The "Total 2019 Spend" includes only purchases made from July 1, 2019 - December 31, 2019.



Employment



EMPLOYMENT¹: ALL EMPLOYEES



Employee Category	Total of Employees in Category	Percentage of Total Employees
Full-Time	3,303	75%
Part-Time	1,118	25%
Total Number of Employees	4,421	N/A

¹All employee figures were current as of March 6, 2020.

EMPLOYMENT: DIVERSE EMPLOYEES (ALL)

Employee Category	Total of Employees in Category	Actual Percentage of Total Employees	Percentage Goal
Minority	2,384	54%	40%
Veteran	138	3%	3%
Women	1,908	43%	50%
Local²	3,838	87%	75%

¹ Employee figures referenced in this slide were current as of March 2, 2020.

² “Local” as used herein means within 30 miles of Encore Boston Harbor.

EMPLOYMENT: DIVERSE EMPLOYEES (SUPERVISOR AND ABOVE)

Employee Category	Total of Employees in Category	Actual Percentage of Total Supervisory Employees and Above	Percentage Goal
Minority	355	52%	40%
Veteran	35	5%	3%
Women	273	40%	50%

¹ Employee figures referenced in this slide were current as of Mach 2, 2020.



Marketing and Entertainment Update



MARKETING AND ENTERTAINMENT UPDATE: PUBLIC CONCERTS



the **B-52s**



HALLOWEEN BASH
October 31, 2019 | Picasso Ballroom
Doors open at 6:30 p.m. / Show starts at 7:30 p.m.
Tickets: \$59.50
For tickets, visit ticketmaster.com



*Straight
No Chaser*
the OPEN BAR TOUR



December 20, 2019
Picasso Ballroom
Doors open at 6:30 p.m.
Show starts at 7:30 p.m.
Tickets starting at \$49.50
For tickets, visit ticketmaster.com

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MARKETING AND ENTERTAINMENT UPDATE: INVITED EVENTS – NEW YEAR'S EVE



MARKETING AND ENTERTAINMENT UPDATE: ENCORE CANTINA




Encore
BOSTON HARBOR

ENCORE CANTINA



MARKETING AND ENTERTAINMENT UPDATE: TIERED REWARD CARD PROGRAM



GAMING BENEFITS	  		
		7,000 tier credits	70,000 tier credits
Earn and redeem points for FREECREDIT at Encore Boston Harbor and Wynn Las Vegas	X	X	X
Earn COMPOLLARS for playing slots and table games at Encore Boston Harbor	X	X	X
Tiered earning multipliers for select drawings and sweepstakes	X	X	X
Invitation-only access to select events, tournaments and promotions	X	X	X
Priority slot service		X	X
Priority access for gift and event entry		X	X
Personal Marketing Executive			X
No-fee check cashing			X

HOW TO EARN POINTS

Points are earned when you play slots, video poker and table games.

- Slots: Earn 1 point for every \$5 coin in
- Video Poker: Earn 1 point for every \$10 or \$20 coin in (based on game)
- Table Games: Based on average bet, time played and games played

Boston
deserves the *best*



Community Impact Update



CITYTHON 5K (Nov. 11)

Encore
BOSTON HARBOR

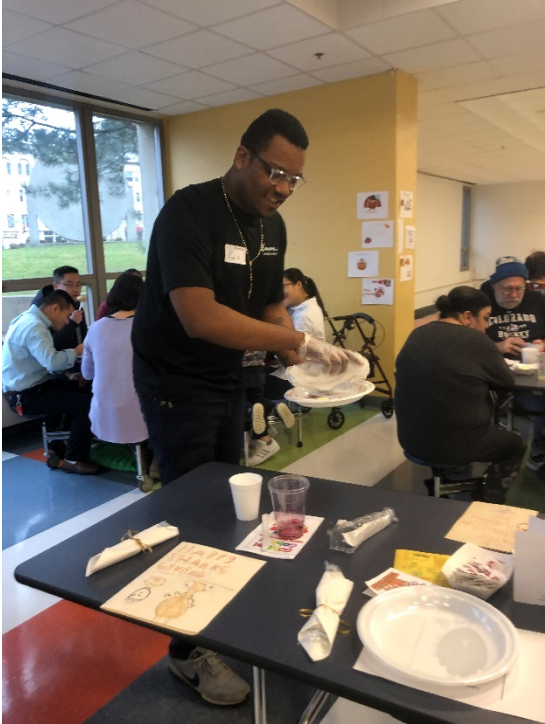


PIE IN THE SKY (Nov. 25)



THANKSGIVING MEAL PREPARATION AND SERVING (Nov. 27)

Encore
BOSTON HARBOR



PACKED 83,000 MEALS FOR LOCAL FOOD BANKS (Dec. 3)



DONATED TOYS TO CHILDREN IN NEED (Dec. 17)



COMMUNITY IMPACT HIGHLIGHTS



Donated **6,625** community services hours



Hosted **83** volunteer events in communities



Donated **\$2.5M** to local charitable organizations



Partnered with **133** local non-profit organizations

QUESTIONS?

