

QUARTERLY REPORT

Q3 2020



NOVEMBER 19, 2020
ENCORE BOSTON HARBOR



Gaming Revenue, Taxes & Lottery Sales



GAMING REVENUE & TAXES



Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2020	July (10-31)	\$10,711,337.99	\$16,266,468.65	\$26,977,806.64	\$6,744,451.66
	August	\$19,065,644.60	\$23,324,704.23	\$42,390,348.83	\$10,597,587.21
	September	\$19,533,077.38	\$23,441,726.51	\$42,974,803.89	\$10,743,700.97
	Total	\$49,310,059.97	\$63,032,899.39	\$112,342,959.36	\$28,085,739.84

LOTTERY SALES



Year	Month	Lottery Sales ¹
2020	July (10-31)	\$63,634.00
	August	\$197,363.00
	September	\$160,807.00
	Total	\$421,804.00

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



Employment



EMPLOYMENT¹: ALL EMPLOYEES

Sector	Goal	Q3 % ³	Q3 Total # of Employees in Sector
Minority	40%	54%	1,956
Veteran	3%	3%	104
Women	50%	42%	1,520
Local/Host/Surrounding Community Residents ²	75%	86%	3,110
MA Residents	N/A	89%	3,214
Total Number of Employees	3,604		
Full-time	2,704		
Part-time	900		
On-call	0		

¹ All employee figures were current as of September 27, 2020.

² “Local/Host/Surrounding Community Residents” includes residents from communities within thirty (30) miles of Encore Boston Harbor.



Operating Spend



OPERATING SPEND¹: DIVERSITY

Diversity Category	Annual Goal	Q3 %	Q3 Spend
Minority Business Enterprise	8%	6%	\$842,157.84
Veteran's Business Enterprise	3%	1%	\$188,154.36
Women's Business Enterprise	14%	14%	\$1,980,151.36
Total Diverse Spend	25%	21%	\$3,010,463.56

¹ All spend figures referenced herein are based upon Encore Boston Harbor's Q3 discretionary spend amount of **\$14,377,887.28**.

OPERATING SPEND: LOCAL

Locality	Annual Goal	Q3 %	Q3 Spend
Boston	\$20,000,000.00	14%	\$2,013,177.31
Chelsea	\$2,500,000.00	3%	\$492,121.23
Everett	\$10,000,000.00	5%	\$674,803.79
Malden	\$10,000,000.00	1%	\$176,191.16
Medford	\$10,000,000.00	0%	\$30,771.63
Somerville	\$10,000,000.00	3%	\$404,202.54
State of MA	-	50%	\$7,249,735.28
Additional Spend Commitments	Gift vouchers and/or certificates ¹	-	-
Total Discretionary Spend	N/A	\$14,377,887.28	

¹Pursuant to its Surrounding Community Agreements with the Cities of Malden, Medford and Somerville, Encore Boston Harbor is required to purchase and issue \$25,000 per year in gift vouchers and/or certificates from local businesses in each City to use in its employee and customer loyalty programs. To date, Encore Boston Harbor is processing orders in excess of the \$25,000.00 requirement from Shaw's in Somerville, and Wegman's in Medford. Encore Boston Harbor continues to work to fulfill its requirements to the City of Malden, and all such requirements shall be met by year end.



Quintana
Supply



Encore Boston Harbor purchased approximately \$110,000 in hand sanitizer and other health and safety supplies from Quintana Supply during Q3.



Compliance



COMPLIANCE: MINORS PREVENTED FROM GAMING

Month	Minors Intercepted on Gaming Floor and Prevented from Gaming	Minors Intercepted Gaming	Minors Intercepted at Slot Machines	Minors Intercepted at Table Games	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
July (10-30)	1	1	1	0	0	1	0
August	2	0	0	0	0	1	1
September	5	1	1	0	0	4	1
Total	8	2	2	0	0	5	2

- Average length of time spent on casino floor by minors was 42 minutes.
- Longest length of time spent on casino floor by a minor was 2 hours, 6 minutes.
- Shortest length of time spent on casino floor by a minor was 40 seconds.

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



Promotions and Marketing Update



The card that says:
Thank you
for your service.



Introducing the Hero Program

We are proud to recognize heroes by offering exclusive rewards as a token of our appreciation.

- Upgrade to Platinum Tier
- Complimentary shake with the purchase of a lunch or dinner entrée at On Deck Burger Bar Sunday through Thursday
- Complimentary valet service
- Discounted custom massage treatment
- Exclusive events throughout the year



Special Events Update



SPECIAL EVENTS:

2020 James D. P. Farrell Award for Brownfields-Remediation Project of the Year



“The EBC James D.P. Farrell Award for Brownfields-Remediation Project of the Year is awarded to Encore Boston Harbor in recognition of the remarkable redevelopment of the former Monsanto Chemical Company site on the Mystic River in Everett, Massachusetts. The \$2.6B project, the largest private development in the history of Massachusetts, removed 890,000 tons of contaminated soil from the site and included the construction of a living shoreline, a 1MW solar array, 3 MW cogeneration plant, 4MW battery energy storage system, and a rainwater irrigation system. The site is now host to a 27-story hotel tower, convention area, and gaming, retail, and dining venues. The project has revitalized a formerly industrial area of Everett and now hosts a public harborwalk and ferry transportation to and from downtown Boston.”



SPECIAL EVENTS: MICRO WEDDINGS

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SPECIAL EVENTS: SHORT-TERM DOCKAGE

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Encore Boston Harbor is now taking reservations for short-term dockage through Dockwa, an online marine reservation system. With Dockwa, private vessel owners can easily make a reservation for short-term stays at Encore's dock. Sign up is free. Learn more or make your reservation [online](#).

RESERVE DOCK SPACE

QUESTIONS?

