

QUARTERLY REPORT

Q4 2020



February 11, 2021
ENCORE BOSTON HARBOR



Gaming Revenue, Taxes & Lottery Sales



GAMING REVENUE & TAXES: Q4 2020



Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2020	October	\$17,477,844.60	\$23,659,340.11	\$41,137,184.71	\$10,284,296.18
	November	\$11,854,920.01	\$15,494,421.88	\$27,349,341.89	\$6,837,335.47
	December	\$13,174,684.27	\$16,098,219.50	\$29,272,903.77	\$7,318,225.94
	Total	\$42,507,448.88	\$55,251,981.49	\$97,759,430.37	\$24,439,857.59

GAMING REVENUE & TAXES: YEAR-OVER-YEAR



Year	Quarter	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2019	Q1	-	-	-	-
	Q2 (June 23 -30)	\$7,671,773.61	\$9,118,170.27	\$16,789,943.88	\$4,197,485.97
	Q3	\$86,768,608.64	\$63,250,534.42	\$150,019,143.06	\$37,504,785.78
	Q4	\$79,458,744.98	\$67,675,347.20	\$147,134,092.18	\$36,783,523.05
	Total	\$173,899,127.23	\$140,044,051.89	\$313,943,179.12	\$78,485,794.80
2020	Q1 (through March 15)	\$63,346,567.80	\$58,267,912.37	\$121,614,480.17	\$30,403,620.05
	Q2	\$0.00	\$0.00	\$0.00	\$0.00
	Q3 (from July 10)	\$49,310,059.97	\$63,032,899.39	\$112,342,959.36	\$28,085,739.84
	Q4	\$42,507,448.88	\$55,251,981.49	\$97,759,430.37	\$24,439,857.59
	Totals	\$112,656,627.77	\$121,300,811.76	\$233,957,439.53	\$58,489,359.89

LOTTERY SALES: Q4 2020



Year	Month	Lottery Sales ¹
2020	October	\$208,705.50
	November	\$121,883.00
	December	\$302,223.00
	Total	\$632,811.50

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

LOTTERY SALES: YEAR-OVER-YEAR

Year	Quarter	Lottery Sales ¹	% Change from 2019
2019	Q1	-	-
	Q2 (June 23-30)	\$5,903.00	-
	Q3	\$499,072.00	-
	Q4	\$669,065.00	-
	Total	\$1,174,040.00	-
2020²	Q1	\$707,443.25	-
	Q2	\$6,349.45	7.6%
	Q3	\$421,804.00	-15.5%
	Q4	\$632,811.50	-5.4%
	Total	\$1,135,596.70	124.9%

- 1 The periods for which relevant sales are reported are based upon week-end totals, and may not correspond precisely to calendar month periods.
- 2 Please note that lottery sales for the entirety of 2020 are reflective of state mandated closures, reduced occupancies and limited operating hours related to the COVID-19 pandemic.



Workforce



EMPLOYMENT¹: ALL EMPLOYEES

Sector ²	Goal	Q4 %	Q4 Total # of Employees in Sector
Minority	40%	54%	1,871
Veteran	3%	3%	98
Women	50%	42%	1,451
Local/Host/Surrounding Community Residents ³	75%	86%	2,959
MA Residents	N/A	89%	3,067
Total Number of Employees	3,442		
Full-time	2,590		
Part-time	852		
On-call	0		

- 1 All employee figures were current as of December 28, 2020.
- 2 An employee may fall into more than one sector (e.g.: minority and local) and, as such, totals may not be reflective of the sum of previous columns.
- 3 “Local/Host/Surrounding Community Residents” includes residents from communities within thirty (30) miles of Encore Boston Harbor.

EMPLOYMENT¹: SUPERVISORY EMPLOYEES



	Minority ²	Women	Veteran	Total Head Count (including non-minority employees)
ALL EMPLOYEES				
Number of Employees	1,871	1,451	98	3,442
% Actual	54%	42%	3%	
MANAGER AND ABOVE				
Number of Employees	90	96	17	228
% Actual	39%	42%	7%	
SUPERVISORS AND ABOVE				
Number of Employees	279	210	31	522
% Actual	53%	40%	6%	

- 1 All employee figures were current as of December 28, 2020.
- 2 An employee may fall into more than one sector (e.g.: minority and local) and, as such, totals may not be reflective of the sum of previous columns.



Operating Spend



OPERATING SPEND¹: DIVERSITY



Diversity Category	Annual Goal	Q4%	Q4 Spend
Minority Business Enterprise	8%	23%	\$3,381,172
Veteran's Business Enterprise	3%	1%	\$176,888
Women's Business Enterprise	14%	6%	\$899,312
Total Diverse Spend	25%	30%	\$4,457,372

1 All spend figures referenced herein are based upon Encore Boston Harbor's Q4 discretionary spend amount of **\$14,619,055**.

OPERATING SPEND: LOCAL

Locality	Annual Goal	Q4%	Q4 Spend
Boston	\$20,000,000.00	14%	\$2,001,013
Chelsea	\$2,500,000.00	1%	\$148,436
Everett	\$10,000,000.00	5%	\$3,502,703
Malden	\$10,000,000.00	1%	\$132,400
Medford	\$10,000,000.00	0%	\$170,681
Somerville	\$10,000,000.00	3%	\$316,874
State of MA	-	50%	\$8,241,139
Total Discretionary Spend	N/A		\$14,619,055



During Q4, Encore Boston Harbor placed an order of approximately \$264,000 in promotional merchandise from Everett, MA vendor, Universal Screening Studio



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
October	0	2	2	1	0	1	1
November	1	0	0	0	0	1	0
December	0	0	0	0	0	0	0
Total	1	2	2	1	0	2	1

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

- Average length of time spent on casino floor by minors was 41 minutes.
- Longest length of time spent on casino floor by a minor was 1 hour, 2 minutes.
- Shortest length of time spent on casino floor by a minor was 5 minutes.



Special Events Update



SPECIAL EVENTS: INTRODUCTION OF WYNN SPORTS

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SPECIAL EVENTS: MASSACHUSETTS GOLD STAR FAMILY TREE

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SPECIAL EVENTS: EMPLOYEE BAKE SALE TO BENEFIT PINE STREET INN



QUESTIONS?

