

QUARTERLY REPORT

Q1 2021



May 20, 2021
ENCORE BOSTON HARBOR



Gaming Revenue, Taxes & Lottery Sales



GAMING REVENUE & TAXES: Q1 2021



Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2021	January	\$13,688,324.11	\$19,627,206.52	\$33,315,530.63	\$8,328,882.66
	February	\$17,059,506.91	\$23,933,939.14	\$40,993,446.05	\$10,248,361.51
	March	\$20,399,421.28	\$29,267,318.33	\$49,666,739.61	\$12,416,684.90
	Total	\$51,147,252.30	\$72,828,463.99	\$123,975,716.29	\$30,993,929.07

GAMING REVENUE & TAXES: YEAR-OVER-YEAR



Year	Quarter	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
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
	Total	\$155,164,076.65	\$176,552,793.25	\$331,716,869.90	\$82,929,217.48
2021	Q1	\$51,147,252.30	\$72,828,463.99	\$123,975,716.29	\$30,993,929.07
	Q2	-	-	-	-
	Q3	-	-	-	-
	Q4	-	-	-	-
	Total (to date)	\$51,147,252.30	\$72,828,463.99	\$123,975,716.29	\$30,993,929.07

LOTTERY SALES:¹ Q1 2021



Year	Month	Lottery Sales
2021	January	\$230,487.50
	February	\$186,552.50
	March	\$196,538.00
	Total	\$613,578.00

- 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 ¹	Quarter	Lottery Sales	% Change from 2020
2020	Q1 (through March 15)	\$707,443.25	-
	Q2	\$6,349.45	-
	Q3 (from July 10)	\$421,804.00	-
	Q4	\$632,811.50	-
	Total	\$1,135,596.70	-
2021	Q1	\$613,578.00	-13.3%
	Q2	-	-
	Q3	-	-
	Q4	-	-
	Total (to date)	\$613,578.00	-13.3%

1 Please note that lottery sales for 2020 and 2021 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	Q1%	Q1 Total # of Employees in Sector
Minority	40%	55%	1,816
Veteran	3%	3%	93
Women	50%	42%	1,402
Local/Host/Surrounding Community Residents ³	75%	86%	2,848
MA Residents	N/A	89%	2,949
Total Number of Employees	3,311		
Full-time	2,500		
Part-time	811		
On-call	0		

- 1 All employee figures were current as of March 23, 2021.
- 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.



Operating Spend



OPERATING SPEND¹: DIVERSITY



Diversity Category	Annual Goal	Q1%	Q1 Spend
Minority Business Enterprise	8%	15%	\$2,109,054.19
Veteran’s Business Enterprise	3%	2%	\$272,319.72
Women's Business Enterprise	14%	8%	\$1,201,961.11
Total Diverse Spend	25%	25%	\$3,583,335.02

1 All spend figures referenced herein are based upon Encore Boston Harbor’s Q1 discretionary spend amount of **\$14,237,699.11**.

OPERATING SPEND: LOCAL



Locality	Annual Goal	Q1%	Q1 Spend
Boston	\$20,000,000.00	12%	\$2,433,740.76
Chelsea	\$2,500,000.00	9%	\$220,832.63
Everett	\$10,000,000.00	23%	\$2,266,137.65
Malden	\$10,000,000.00	1%	\$121,902.65
Medford	\$10,000,000.00	1%	\$102,746.28
Somerville	\$10,000,000.00	2%	\$189,574.04
State of MA	-	50%	\$7,166,273.50
Total Discretionary Spend	N/A		\$14,237,699.11



During Q1, Encore Boston Harbor placed an order of approximately \$378,162 in promotional merchandise from WBE vendor, BRY-LEX, LLC.



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
January	1	2	1	1	1	1	2
February	3	0	0	0	0	2	0
March	5	0	0	0	0	4	1
Total	9	2	1	1	1	7	3

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 30 minutes.
- Longest length of time spent on casino floor by a minor was 1 hour, 56 minutes.
- Shortest length of time spent on casino floor by a minor was 1 minute.



Promotions and Marketing Update



TRAVEL+ LEISURE



Credit: Courtesy of Encore Boston Harbor

Best Hotels

Boston

MAGAZINE

The Best Steakhouses in Boston Right Now

Rare Steakhouse

Shortly after it opened in the summer of 2019, this top-dollar steakhouse at the Encore Boston Harbor casino earned a middling review from **one of our dining critics**. But one of the great things about dining out again is rediscovering how restaurants have reinvented themselves in recent months: Over at Encore, chef John Ross took the helm in February, giving us good reason to return. After all, under Ross, Neptune Oyster in the North End saw itself regularly crowned a **Best of Boston winner**. Now Ross, who left Neptune to open Encore's Oyster Bar and Waterfront restaurant, will have his chance to show what he can do at a steakhouse set apart by its **selection of unique, hard-to-find cuts**.

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Special Events Update



SPECIAL EVENTS: SOCIALLY DISTANCED LUNAR NEW YEAR CELEBRATION



SPECIAL EVENTS: OPENING OF CHEESE MEET WINE
FEBRUARY 12, 2021

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SPECIAL EVENTS: REOPENING OF CRAPS MARCH 11, 2021

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SPECIAL EVENTS: VACCINATION SITE AND EMPLOYEE CAMPAIGN



SPECIAL EVENTS: VACCINATION SITE AND EMPLOYEE CAMPAIGN, CONT'D

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TONY WILSON
Casino Porter



Don't roll the dice on *your health*.

CARRIE TRAN
Table Games Dealer

A faster, stronger comeback depends on you.
Schedule your Covid-19 vaccination today.

Better times are within arm's reach.

A faster, stronger comeback depends on you.
Schedule your Covid-19 vaccination today.



SPECIAL EVENTS: OPENING OF NIGHT SHIFT BREWING KITCHEN AND TAP - APRIL 15, 2021

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QUESTIONS?

