

QUARTERLY REPORT

Q2 2021



July 30, 2021
ENCORE BOSTON HARBOR



Gaming Revenue, Taxes & Lottery Sales

GAMING REVENUE & TAXES: Q2 2021



Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2021	April	\$21,190,664.19	\$28,991,681.82	\$50,182,346.01	\$12,545,586.50
	May	\$22,432,523.29	\$30,495,758.16	\$52,928,281.45	\$13,232,070.36
	June	\$23,204,465.21	\$29,354,821.03	\$52,559,286.24	\$13,139,821.56
	Total	\$66,827,652.69	\$88,842,261.01	\$155,669,913.70	\$38,917,478.42

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	\$66,827,652.69	\$88,842,261.01	\$155,669,913.70	\$38,917,478.42
	Q3	-	-	-	-
	Q4	-	-	-	-
	Total (to date)	\$117,974,904.99	\$161,670,725.00	\$279,645,629.99	\$69,911,407.49

LOTTERY SALES:¹ Q2 2021



Year	Month	Lottery Sales	% Change from 2020
2021	April	\$212,331.00	14055.4%
	May	\$288,620.25	13643.8%
	June	\$226,318.00	8131.4%
	Total	\$727,269.25	11354.1%

- 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	% Change from Previous Year
2020	Q1	\$707,443.25	-
	Q2	\$6,349.45	-
	Q3	\$421,804.00	-
	Q4	\$632,811.50	-
	Total	\$1,135,596.70	-
2021	Q1	\$613,578.00	-13.3%
	Q2	\$727,269.25	11354.1%
	Q3	-	-
	Q4	-	-
	Total (to date)	\$1,340,847.25	-

- 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	Goal	Q1 % ¹	Q1 Total # of Employees	Q2 %	Q2 Total # of Employees	Q3 %	Q3 Total # of Employees	Q4 %	Q4 Total # of Employees
Minority	40%	55%	1,816	55%	1,802	-	-	-	-
Veteran	3%	3%	93	3%	89	-	-	-	-
Women	50%	42%	1,402	43%	1,399	-	--	-	-
Local/Host/Surrounding Community Resident ²	75%	86%	2,848	86%	2,802	-	-	-	-
MA Residents	-	89%	2,949	89%	2,901	-	-	-	-
Total Number of Employees³			3,311		3,256		-		-
Full-time			2,500		2,421		-		-
Part-time			811		835		-		-
On-call			0		0		-		-

1 All Q1 figures are as of March 23, 2021.

2 All Q2 figures are as of July 1, 2021.

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

4 Please note that 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

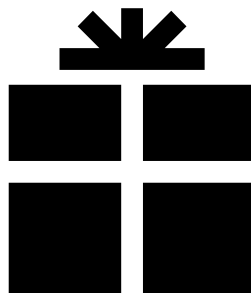


Diversity Category	Annual Goal	Q2 %	Q2 Spend
MBE Vendor Spend	8%	12%	\$1,750,392.96
VBE Vendor Spend	3%	2%	\$352,760.92
WBE Vendor Spend	14%	14%	\$2,043,969.48
Total Diverse Spend	25%	28%	\$4,147,123.36

1 All spend figures referenced herein are based upon Encore Boston Harbor's Q2 discretionary spend amount of **\$14,944,689.24**.

OPERATING SPEND: LOCAL

Locality	Annual Goal	Q2 %	Q2 Spend
Boston	\$20,000,000.00	12%	\$1,793,079.83
Chelsea	\$2,500,000.00	2%	\$349,211.93
Everett	\$10,000,000.00	14%	\$2,074,075.48
Malden	\$10,000,000.00	1%	\$121,721.52
Medford	\$10,000,000.00	2%	\$245,587.87
Somerville	\$10,000,000.00	4%	\$567,173.99
MA (Statewide)	-	56%	\$8,341,455.43



During Q2, Encore Boston Harbor purchased nearly \$35,000 in gift certificates directly from 19 different local restaurants in Everett and Malden. The gift certificates were then gifted to employees who provided proof of vaccination in appreciation of them doing their part to aid in the recovery of the local economy.



Compliance



COMPLIANCE: MINORS¹ 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
April	1	2	0	2	3	1	2
May	4	0	0	0	2	2	0
June	4	1	1	0	4	1	1
Total	10	3	1	2	9	4	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 40 minutes.
- Longest length of time spent on casino floor by a minor was 2 hours, 54 minutes.
- Shortest length of time spent on casino floor by a minor was 10 seconds.



Promotions and Marketing Update



PROMOTIONS AND MARKETING: FRONTLINE HERO GIVEAWAY







Special Events Update

SPECIAL EVENTS: SECOND YEAR ANNIVERSARY CELEBRATION *Encore* BOSTON HARBOR

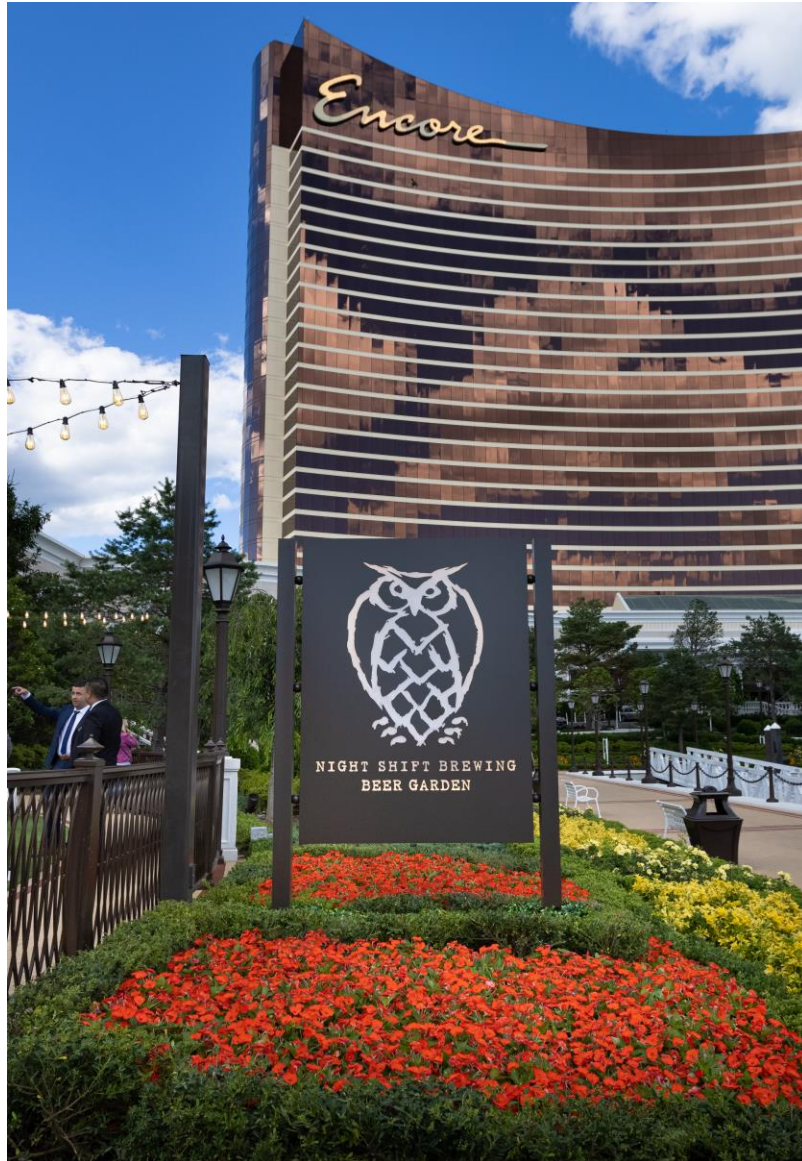


SPECIAL EVENTS: MASTER CLASSES



SPECIAL EVENTS: OPENING OF NIGHT SHIFT BEER GARDEN

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QUESTIONS?

