



# Quarterly Report Q3 2021

November 4, 2021

Massachusetts Gaming Commission

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BOSTON HARBOR  
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# Introducing: Jenny Holaday, President



# Gaming Revenue, Taxes & Lottery Sales

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# Gaming Revenue & Taxes: Q3 2021

Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2021	July	\$25,113,862.30	\$33,956,447.17	\$59,070,309.47	\$14,767,577.37
	August	\$25,426,249.03	\$32,429,166.81	\$57,855,415.84	\$14,463,853.96
	September	\$25,940,143.44	\$31,518,184.75	\$57,458,328.19	\$14,364,582.05
	<b>Total</b>	<b>\$76,480,254.77</b>	<b>\$97,903,798.73</b>	<b>\$174,384,053.50</b>	<b>\$43,596,013.38</b>

# 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
	<b>Total</b>	<b>\$155,164,076.65</b>	<b>\$176,552,793.25</b>	<b>\$331,716,869.90</b>	<b>\$82,929,217.48</b>
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
	<b>Q3</b>	<b>\$76,480,254.77</b>	<b>\$97,903,798.73</b>	<b>\$174,384,053.50</b>	<b>\$43,596,013.38</b>
	Q4	-	-	-	-
	<b>Total (to date)</b>	<b>\$194,455,159.76</b>	<b>\$259,574,523.73</b>	<b>\$454,029,683.49</b>	<b>\$113,507,420.87</b>

# Lottery Sales: Q3 2021\*

Year	Month	Lottery Sales	% Change 2020
2021	July	\$308,573.00	384.9%
	August	\$235,368.00	19.3%
	September	\$233,784.00	45.4%
	<b>Total</b>	<b>\$777,725.00</b>	<b>84.4%</b>

\*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	-
	<b>Total</b>	<b>\$1,135,596.70</b>	-
2021	Q1	\$613,578.00	-13.3%
	Q2	\$727,269.25	11354.1%
	Q3	\$777,725.00	84.4%
	Q4	-	-
	<b>Total (to date)</b>	<b>\$2,118,572.25</b>	<b>86.6%</b>

# Workforce

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# Employment: All Employees

Sector	Goal	Q1 % <sup>1</sup>	Q1 Total # of Employees	Q2 % <sup>2</sup>	Q2 Total # of Employees	Q3 % <sup>3</sup>	Q3 Total # of Employees	Q4 %	Q4 Total # of Employees
Minority	40%	55%	1,816	55%	1,802	56%	1,902	-	-
Veteran	3%	3%	93	3%	89	2%	83	-	-
Women	50%	42%	1,402	43%	1,399	44%	1,496	-	-
Local/Host/Surrounding Community Resident <sup>4</sup>	75%	86%	2,848	86%	2,802	86%	2,924	-	-
MA Residents	-	89%	2,949	89%	2,901	89%	3,030	-	-
Total Number of Employees <sup>5</sup>			3,311		3,256		3,396		-
Full-time			2,500		2,421		2,394		-
Part-time			811		835		1,002		-
On-call			0		0		0		-

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

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

3 All Q3 figures are as of September 22, 2021.

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

5 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.

# Employment: Supervisory and Above

	Minority	Women	Veteran	Total Head Count (including non-minority employees)
<b>ALL EMPLOYEES</b>				
Number of Employees	1,902	1,496	83	3,396
% Actual	56%	44%	2%	-
<b>MANAGER AND ABOVE</b>				
Number of Employees	91	83	11	209
% Actual	44%	40%	5%	-
<b>SUPERVISORS AND ABOVE</b>				
Number of Employees	296	212	23	518
% Actual	57%	41%	4%	-

# Operating Spend

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# Operating Spend<sup>1</sup>: Diversity

Diversity Category	Annual Goal	Q3 %	Q3 Spend
MBE Vendor Spend	8%	10%	\$1,699,614.31
VBE Vendor Spend	3%	3%	\$459,520.49
WBE Vendor Spend	14%	13%	\$2,235,706.38
<b>Total Diverse Spend</b>	<b>25%</b>	<b>26%</b>	<b>\$4,394,841.18</b>

<sup>1</sup> All spend figures referenced herein are based upon Encore Boston Harbor's Q3 discretionary spend amount of **\$17,184,786.99**.

# Operating Spend: Local

Locality	Annual Goal	Q3 %	Q3 Spend
Boston	\$20,000,000.00	11%	\$1,927,080.36
Chelsea	\$2,500,000.00	2%	\$424,524.62
Everett	\$10,000,000.00	10%	\$1,711,617.60
Malden	\$10,000,000.00	1%	\$109,228.43
Medford	\$10,000,000.00	0%	\$46,584.73
Somerville	\$10,000,000.00	4%	\$689,945.47
MA (Statewide)	-	50%	\$8,542,151.40

# Compliance

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# Compliance: Minors<sup>1</sup> 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	Numbers of Minors on Gaming Floor Under 18 Years of Age
July	3	3	2	1	1	3	3	1
August	1	2	2	0	2	1	2	0
September	2	0	0	0	0	2	0	2
<b>Total</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>1</b>	<b>3</b>	<b>6</b>	<b>5</b>	<b>3</b>

<sup>1</sup> A “minor” is defined as a person under 21 years of age, provided however, that the last column of the above specifically refers to persons under 18 years of age.

- The average length of time spent by a minor on the casino floor was 48 minutes.
- The longest length of time spent by a minor on the casino floor was 3 hours, 41 minutes.
- The shortest length of time spent by a minor on the casino floor was 1 minute, 37 seconds.

# Promotions and Marketing Update

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# Red 8 Named BONS Best of Northshore Editor's Choice for Chinese Dining





# Special Events and Volunteerism

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# Reopening of Hotel 7-Days and Opening of WynnBET Sports Bar

September 1, 2021



September 8, 2021





# Heart of House Campaign: "It's Not a Minor Thing"



**IT'S NOT A  
MINOR  
THING.**

WE ARE **ALL** RESPONSIBLE FOR CHECKING IDENTIFICATION TO ENSURE GUESTS ON THE GAMING FLOOR ARE AT LEAST **21 YEARS OLD**. IF YOU SEE SOMEONE WHO APPEARS TO BE UNDER 30 YEARS OF AGE, POLITELY ASK TO SEE THEIR PHOTO ID.

If an ID appears questionable, contact Security to validate.

Log onto **The Wire** to learn more.





# Wynn Employee Foundation Scholarships

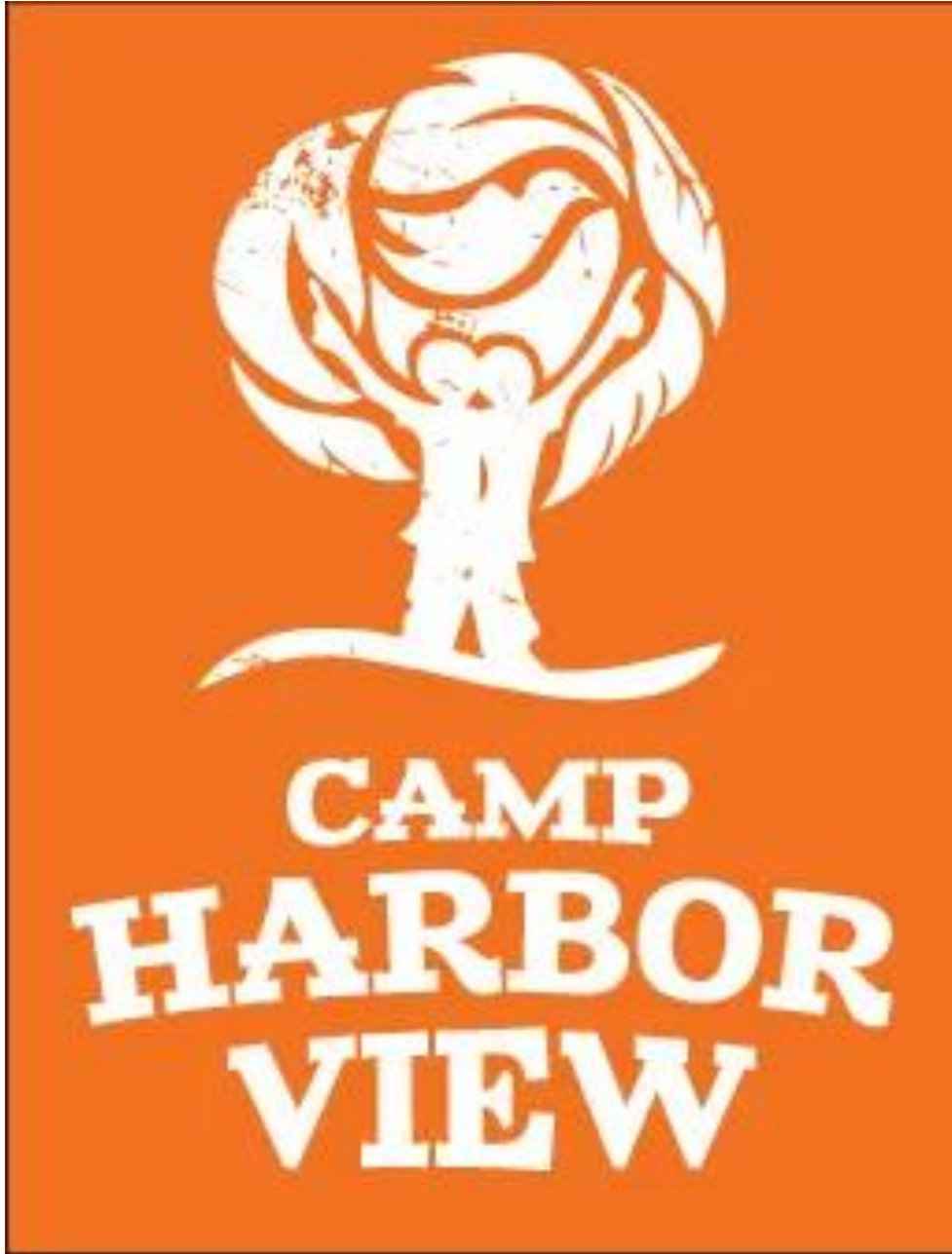
## Fast Facts:

- **15 recipients organization-wide**
- **3 employees of Encore Boston Harbor**
- **2 dependents of employees of Encore Boston Harbor**
- **Up to \$7,500 per academic year for a maximum of 4 years**





# Cleanup of Camp Harbor View





# Questions?

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