



Quarterly Report Q4 2021

February 10, 2022

Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q4 2021

Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2021	October	\$30,580,470.32	\$32,219,250.76	\$62,799,721.08	\$15,699,930.27
	November	\$25,117,609.88	\$30,051,293.01	\$55,168,902.89	\$13,792,225.72
	December	\$30,624,241.04	\$31,794,238.74	\$62,418,479.78	\$15,604,619.95
	Total	\$86,322,321.24	\$94,064,782.51	\$180,387,103.75	\$45,096,775.94

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	\$76,480,254.77	\$97,903,798.73	\$174,384,053.50	\$43,596,013.38
	Q4	\$86,322,321.24	\$94,064,782.51	\$180,387,103.75	\$45,096,775.94
	Total	\$280,777,481.00	\$353,639,306.24	\$634,416,787.24	\$158,604,196.81

Lottery Sales: Q4 2021*

Year	Month	Lottery Sales	% Change 2020
2021	October	\$277,011.00	32.7%
	November	\$239,476.00	96.5%
	December	\$391,678.00	29.6%
	Total	\$908,165.00	43.5%

*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	7.6%
	Q3	\$421,804.00	-15.5%
	Q4	\$632,811.50	-5.4%
	Total	\$1,768,408.20	50.6%
2021	Q1	\$613,578.00	-13.3%
	Q2	\$727,269.25	11354.1%
	Q3	\$777,725.00	84.4%
	Q4	\$908,165.00	43.5%
	Total	\$3,026,737.25	71.2%

Workforce

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Employment: All Employees

Sector	Goal	Q1 % ¹	Q1 Total # of Employees	Q2 % ²	Q2 Total # of Employees	Q3 % ³	Q3 Total # of Employees	Q4 % ⁴	Q4 Total # of Employees
Minority	40%	55%	1,816	55%	1,802	56%	1,902	56%	1,938
Veteran	3%	3%	93	3%	89	2%	83	2%	85
Women	50%	42%	1,402	43%	1,399	44%	1,496	44%	1,509
Local/Host/Surrounding Community Resident ⁵	75%	86%	2,848	86%	2,802	86%	2,924	87%	2,989
MA Residents	-	89%	2,949	89%	2,901	89%	3,030	90%	3,104
Total Number of Employees⁶			3,311		3,256		3,396		
Full-time			2,500		2,421		2,394		3,455
Part-time			811		835		1,002		2,451
On-call			0		0		0		1,004

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. All Q4 figures are as of January 1, 2022.
5. “Local/Host/Surrounding Community Residents” include residents from communities within thirty (30) miles of Encore Boston Harbor.
6. 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)
ALL EMPLOYEES				
Number of Employees	1,938	1,509	85	3,455
% Actual	56%	44%	2%	-
MANAGER AND ABOVE				
Number of Employees	99	95	13	222
% Actual	45%	43%	6%	-
SUPERVISORS AND ABOVE				
Number of Employees	314	230	24	543
% Actual	58%	42%	4%	-

Operating Spend

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Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q4 %	Q4 Spend
MBE Vendor Spend	8%	10%	\$2,084,014.95
VBE Vendor Spend	3%	4%	\$817,374.13
WBE Vendor Spend	14%	16%	\$3,396,952.55
Total Diverse Spend	25%	30%	\$6,298,341.63

1 All spend figures referenced herein are based upon Encore Boston Harbor's Q4 discretionary spend amount of **\$20,681,545.64**.

Operating Spend¹: Diversity (Year-Over-Year)

Quarter	2020	2021
1	\$6,067,011.13	\$3,583,335.02
2	\$885,174.05	\$4,147,123.36
3	\$3,010,463.56	\$4,394,841.18
4	\$4,457,171.70	\$6,298,341.63
Total	\$14,419,820.44	\$18,423,641.19

Operating Spend: Local

Locality	Annual Goal	Q4 %	Q4 Spend
Boston	\$20,000,000.00	14%	\$2,988,335.61
Chelsea	\$2,500,000.00	2%	\$414,353.14
Everett	\$10,000,000.00	11%	\$2,376,079.19
Malden	\$10,000,000.00	1%	\$122,834.54
Medford	\$10,000,000.00	1%	\$136,138.55
Somerville	\$10,000,000.00	4%	\$866,229.60
MA (Statewide)	-	51%	\$10,540,893.06

Operating Spend: Local* (Year-Over-Year)

Quarter	2020	2021
1	\$8,728,040.15	\$5,334,934.01
2	\$1,254,108.65	\$5,150,850.62
3	\$3,791,267.66	\$4,908,981.21
4	\$6,272,107.67	\$6,903,970.63
Total	\$20,045,524.13	\$22,005,029.84

*The local spend figures provided in this chart exclude the total spend for MA which is addressed in the next slide.

Operating Spend: MA (Year-Over-Year)

Quarter	2020	2021
1	\$13,048,412.13	\$7,166,273.50
2	\$3,122,060.63	\$8,341,455.43
3	\$7,249,735.28	\$8,542,151.40
4	\$8,241,138.77	\$10,540,893.06
Total	\$31,661,346.81	\$34,590,773.39

Compliance

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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	Numbers of Minors on Gaming Floor Under 18 Years of Age
October	4	0	0	0	1	2	2	0
November	4	0	0	0	1	4	0	0
December	9	0	0	0	0	6	1	5
Total	17	0	0	0	2	12	3	5

¹ 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 26 minutes.
- The longest length of time spent by a minor on the casino floor was 3 hours, 56 minutes.
- The shortest length of time spent by a minor on the casino floor was 2 minutes, 16 seconds.

Promotions and Marketing Update

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Introducing:
*Glenda Swain, Vice
President – Diversity
and Inclusion*





Goal: To become a leader in the diversity & inclusion space and to create an inclusive environment for all

Core Behavior : Treat Everyone With Dignity and Respect

Wynn Resorts is committed to creating a diverse and inclusive culture and environment in which all people are valued, respected and welcome.

Workplace

Wynn Resorts is committed to creating an inclusive workplace where every employee is valued, respected, and given the opportunity to reach their full potential

Marketplace

Wynn Resorts is committed to ensuring that our business reflects the diversity of our guests.

Community

Wynn Resorts is committed to supporting diverse organizations in the communities in which we do business

3 -Year Diversity & Inclusion Strategic Plan

The Diversity & Inclusion Strategic Plan is a 3-year plan that will be rolled out in 3 phases.

The following are the scheduled initiatives for each phase:

Phase I

- Diversity & Inclusion Advisory Council
- Diversity & Inclusion Learning and Development Curriculum
- Diversity Talent Management Program
- Diverse Meetings and Conventions Strategy
- CEO Action for Diversity and Inclusion
- Diversity and Inclusion Community Outreach Program
- Cultural Commemorations and Diversity Events
- Diversity Week

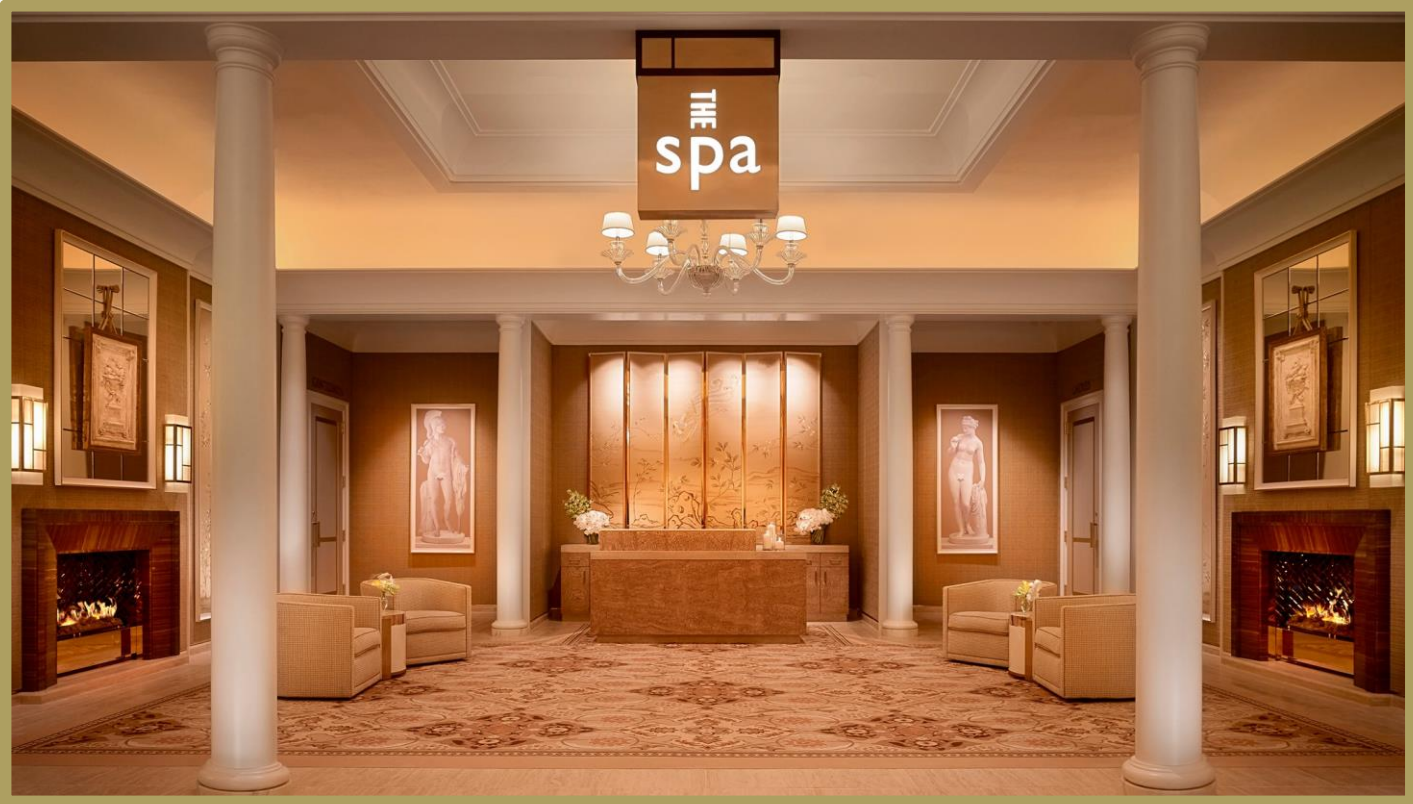
Phase II

- Diversity Recruitment Program
- Diversity Toolkit for Managers
- Chamber of Commerce Partnership
- Industry-Related Non-Profit Alliance

Phase III

- Supplier Diversity Program
- Diversity Branding

The Spa at Encore Boston Harbor Named One of Boston's Best by *Time Out Boston*



Patriots Watch Party at WynnBET Sports Bar





Special Events and Volunteerism

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Opening of *Wynn Gifts*



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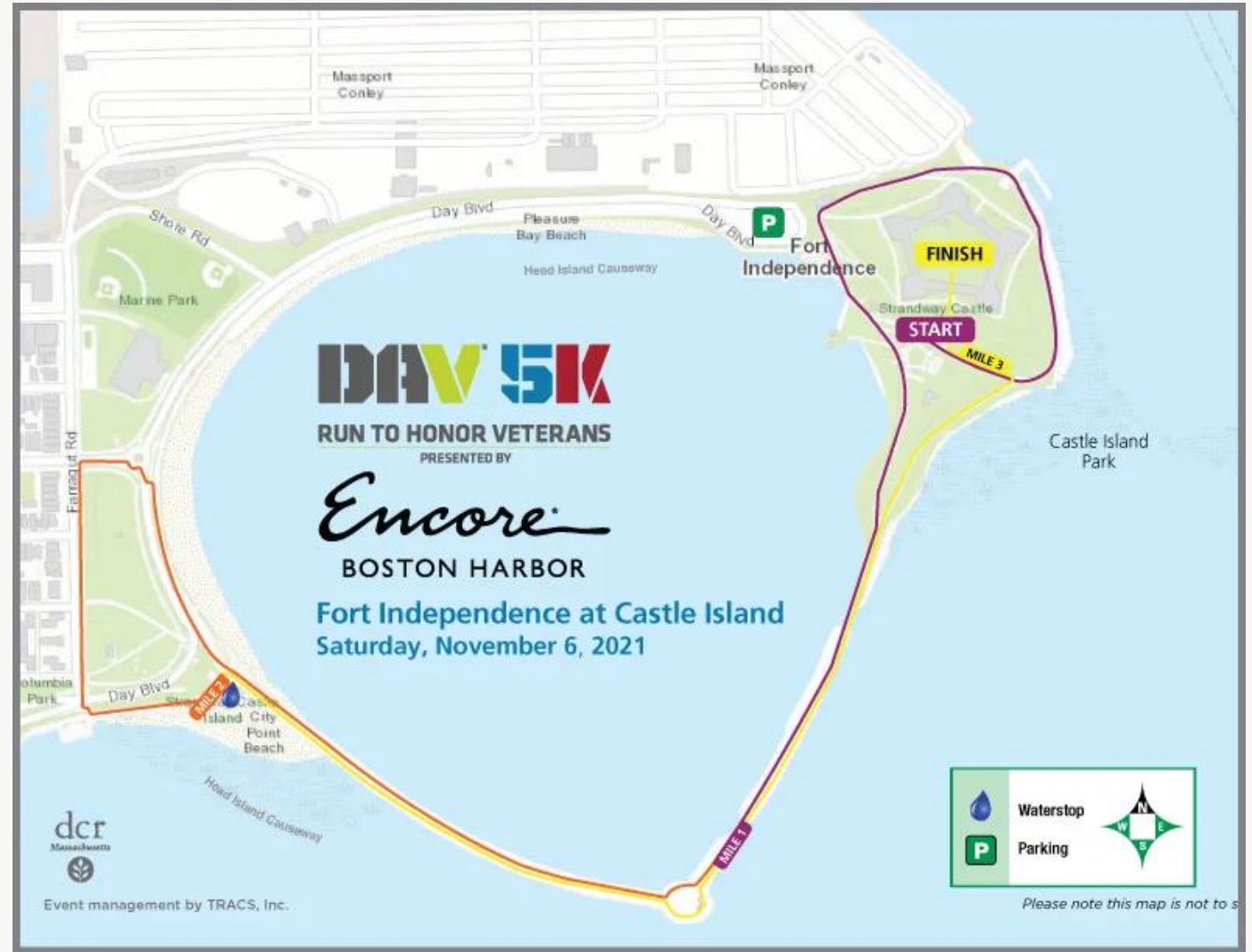


Re-Opening of *The Drugstore*



DAV 5K

DAV 5K BOSTON
 Presented by
Encore
 BOSTON HARBOR
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 Saturday, November 6, 2021
 Veterans Day Weekend
 DCR Fort Independence at Castle Island



City of Everett Toy Drive

More than 500
toys donated by
EBH Employees



Questions?

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The background is a solid dark brown color with a repeating pattern of white line-art flowers and leaves. The flowers have five petals and a central circle, while the leaves are simple, rounded shapes with a central vein. The pattern is scattered across the entire page.

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