



Quarterly Report Q2 2022

August 11, 2022

Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q2 2022

Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2022	April	\$29,620,598.98	\$34,118,122.32	\$63,738,721.30	\$15,934,680.33
	May	\$25,408,848.58	\$32,624,183.92	\$58,033,032.50	\$14,508,258.13
	June	\$28,589,032.87	\$31,468,282.71	\$60,057,315.58	\$15,014,328.90
	Total	\$83,618,480.43	\$98,210,588.95	\$181,829,069.38	\$45,457,267.36

Gaming Revenue & Taxes: Year-Over-Year

Year	Quarter	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
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
2022	Q1	\$79,459,213.78	\$94,110,326.79	\$173,569,540.57	\$43,392,385.14
	Q2	\$83,618,480.43	\$98,210,588.95	\$181,829,069.38	\$45,457,267.36
	Q3	-	-	-	-
	Q4	-	-	-	-
	Total (to date)	\$	\$	\$	\$

Lottery Sales: Q2 2022*

Year	Month	Lottery Sales	% Change 2021
2022	April	\$315,236.50	48.5%
	May	\$259,642.00	-10.0%
	June	\$254,016.00	12.2%
	Total	\$828,894.50	14.0%

*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
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%
2022	Q1	\$818,421.75	33.4%
	Q2	\$828,894.50	14.0%
	Q3	-	-
	Q4	-	-
	Total (to date)	\$1,647,316.25	-

Workforce

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Employment: All Employees

Sector	Goal	Q1% ¹	Q1 Total # of Employees	Q2% ²	Q2 Total # of Employees	Q3%	Q3 Total # of Employees	Q4%	Q4 Total # of Employees
Minority	40%	54%	1,879	51%	1,725	-	-	-	-
Veteran	3%	2%	82	2%	82	-	-	-	-
Women	50%	45%	1,550	45%	1,529	-	-	-	-
Local/Host/Surrounding Community Resident ³	75%	87%	3,030	88%	2,992	-	-	-	-
MA Residents	-	90%	3,144	91%	3,097	-	-	-	-
Total Number of Employees ⁴			3,482				-		-
Full-time			2,403		3,390		-		-
Part-time			1,079		2,349		-		-
On-call			0		1,041		-		-

1 All Q1 figures are as of April 1, 2022.

2 All Q2 figures are as of July 1, 2022.

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.

Employment: Supervisory and Above

	Minority	Women	Veteran	Total Head Count (including non-minority employees)
ALL EMPLOYEES				
Number of Employees	1,725	1,529	82	3,390
% Actual	51%	45%	2%	-
MANAGER AND ABOVE				
Number of Employees	99	94	15	212
% Actual	47%	44%	7%	-
SUPERVISORS AND ABOVE				
Number of Employees	319	229	27	529
% Actual	60%	43%	5%	-

Operating Spend

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Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q2%	Q2 Spend
MBE Vendor Spend	8%	9%	\$3,701,399.30
VBE Vendor Spend	3%	2%	\$511,187.98
WBE Vendor Spend	14%	18%	\$1,833,079.59
Total Diverse Spend	25%	29%	\$6,045,666.87

¹ All spend figures referenced herein are based upon Encore Boston Harbor's Q2 discretionary spend amount of **\$20,779,951.07**.

Operating Spend: Local

Locality	Annual Goal	Q2%	Q2 Spend
Boston	\$20,000,000.00	9%	\$1,807,191.31
Chelsea	\$2,500,000.00	3%	\$695,110.93
Everett	\$10,000,000.00	13%	\$2,798,843.46
Malden	\$10,000,000.00	1%	\$137,115.02
Medford	\$10,000,000.00	0%	\$97,671.39
Somerville	\$10,000,000.00	5%	\$1,075,020.44
MA (Statewide)	-	52%	\$10,733,984.80

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
April	2	3	3	0	2	4	1	2
May	4	2	2	0	0	5	1	1
June	2	0	0	0	0	1	1	0
Total	8	5	5	0	2	10	3	3

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 38 minutes.
- The longest length of time spent by a minor on the casino floor was 3 hours, 21 minutes.
- The shortest length of time spent by a minor on the casino floor was 3 minutes.



Promotions, Marketing, Special Events and Volunteerism

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Q2 TRU Patron Charitable Contributions

Charitable Organization	Dollar Amount	Number of Tickets
Boston Area Rape Crisis Center	\$9,011.32	49,727
Bread of Life	\$9,299.04	50,476
Disabled American Veterans	\$14,827.98	64,069
Mystic River Watershed Association	\$5,711.20	40,916
Total	\$38,849.54	205,188

Wynn Employee Foundation Scholarships

- ❖ Two Encore Boston Harbor employees and one dependent of an employee were awarded Wynn Employee Foundation Scholarships.
- ❖ The scholarships are up to \$7,500 per year, for up to 4 years.
- ❖ Applicants underwent a rigorous review by the Wynn Employee Foundation's Employee Advisory Council – which is comprised of employees across stateside properties, departments and position types. Semi-finalist applications are then reviewed by an independent external committee.
- ❖ Recipients include an employee pursuing a career in hotel administration, an employee attending the University of Massachusetts – Lowell, and a dependent of an employee attending Salem State University.

Launch of Monthly STARS Dinner

- ❖ Re-launch of a monthly recognition program for nominated employees.
- ❖ Winners receive a prize package that includes dinner at Rare with Jenny Holaday.



Baby Formula Giveaway

- ❖ 2,000 cans of formula were sourced by Purchasing Team and given to team members with infant children.



Leadership Development Training Program

- ❖ In May, Encore Boston Harbor launched a new, property-wide Leadership Development Training program for managers and above.
- ❖ The purpose of the program is to identify and hone the expertise, knowledge, and skills needed to be an effective leader, improve feedback, manage conflict, and develop a collaborative and engaging work environment.
- ❖ The program offers eight total modules, each which focus on a different, specific topic. Leaders have the option to take each module separately, or to attend full-day workshops where four modules may be completed at once.



Poker/Table Games Update

Presented by Jenny Holaday, President

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RFA-2 Application for Category 1 Gaming Licensee – Originally Submitted December 2013

4-10 Gaming

Describe the proposed gaming area, including the square feet of gaming area, the number and types of table games and slot machines it will contain, the number of gaming positions, as defined in G.L. c. 23K, §2, it will contain and the specific location of the games and machines in the proposed gaming establishment. Further, please discuss any plans for special high limit or VIP areas.

Please attach a detailed, written response to this question as attachment 4-10-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a brief summary of the description specifically including the number and types of table games and slot machines, and the number of gaming positions. The response provided in this box will be released to the public.

The 167,880 square feet of gaming area in the Wynn Resort in Everett will be located beyond the Winter Garden Lobby across from the main entrance. The tall, grand space will consist of 3,072 slot machines and 150 table games equating to a total of 3,972 gaming positions. The property will include a high-limit slot area of 72 slot machines and a VIP table area of 10 tables (these slot and table units are included in the previous totals) for premium domestic and international customers. Although the entire integrated resort will offer five-star levels of customer service, these high-limit/VIP areas will offer a higher level of personal customer service.

There will be an exclusive poker area with 25 dedicated poker tables covering all variations of the most popular poker games. The property will also house eight Massachusetts Lottery machines located conveniently on the gaming floor near ATM/NRT machines.

Development of Poker and Table Games

- ❖ Based upon initial projections of demand, Encore Boston Harbor opened in **June 2019** with:
 - ❖ 144 table games
 - ❖ 88 poker tables

- ❖ In **March 2020**, prior to the mandated shutdown of Encore Boston Harbor due to Covid-19, there were:
 - ❖ 167 table games
 - ❖ 72 poker tables

- ❖ **Today**, following Covid-19 related challenges and a stabilization of business demand, there are:
 - ❖ 184 table games
 - ❖ 15 poker tables, open Sunday through Thursday, 10:00 a.m. – 2:00 a.m.

Wait Times for Poker

❖ Poker Room Wait Lists

- ❖ Wait lists in poker rooms are standard and most poker rooms use utilize a wait list through a poker-specific wait list system (EBH uses Poker Atlas).
- ❖ Players log into their account and are able to see the number of games open and how many people are on the wait list.

❖ For low-limit tables:

- ❖ The maximum wait time has been between 60 and 90 minutes.
- ❖ Average wait time is 20-30 minutes, between the hours of 11:00 a.m. and 10:00 p.m.
- ❖ There is no wait upon the opening of the poker room.

❖ For high-limit tables:

- ❖ Highest wait time has been 90 minutes.
- ❖ Average wait time is approximately 45 minutes.
- ❖ Less turnover than on lower-limit tables can mean a higher wait time.



Questions?