



Quarterly Report Q3 2022

November 16, 2022

Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q3 2022

Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2022	July	\$29,672,721.61	\$35,051,906.67	\$64,724,628.28	\$16,181,157.07
	August	\$22,711,324.56	\$35,372,908.84	\$58,084,233.40	\$14,521,058.35
	September	\$28,642,137.95	\$32,941,867.36	\$61,584,005.31	\$15,396,001.33
	Total	\$81,026,184.12	\$103,366,682.87	\$184,392,866.99	\$46,098,216.75

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	\$76,482,024.77	\$97,880,731.41	\$174,362,756.18	\$43,590,689.05
	Q4	\$86,322,321.24	\$94,064,782.51	\$180,387,103.75	\$45,096,775.94
	Total	\$280,779,251.00	\$353,616,238.92	\$634,395,489.92	\$158,598,872.48
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	\$81,026,184.12	\$103,366,682.87	\$184,392,866.99	\$46,098,216.75
	Q4	-	-	-	-
	Total (to date)	\$244,103,878.33	\$295,687,598.61	\$539,791,476.94	\$134,947,869.25

Lottery Sales: Q3 2022*

Year	Month	Lottery Sales	% Change 2021
2022	July	\$353,339.50	14.5%
	August	\$267,566.00	13.7%
	September	\$258,232.00	10.5%
	Total	\$879,137.50	13.0%

*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	\$879,137.50	13.0%
	Q4	-	-
	Total (to date)	\$2,526,453.75	-

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%	Q4 Total # of Employees
Minority	40%	54%	1,879	51%	1,725	55%	1,921	-	-
Veteran	3%	2%	82	2%	82	2%	80	-	-
Women	50%	45%	1,550	45%	1,529	46%	1,606	-	-
Local/Host/Surrounding Community Resident ³	75%	87%	3,030	88%	2,992	88%	3,060	-	-
MA Residents	-	90%	3,144	91%	3,097	91%	3,161	-	-
Total Number of Employees⁴			3,482		3,390		3,479		-
Full-time			2,403		2,349		2,394		-
Part-time			1,079		1,041		1,085		-
On-call			0		0		0		-

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

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

3 All Q3 figures are as of October 1, 2022.

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)
ALL EMPLOYEES				
Number of Employees	1,921	1,606	80	3,479
% Actual	55%	46%	20%	-
MANAGER AND ABOVE				
Number of Employees	103	97	16	227
% Actual	45%	43%	7%	-
SUPERVISORS AND ABOVE				
Number of Employees	326	236	27	548
% Actual	59%	43%	5%	-

Operating Spend

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Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q3%	Q3 Spend
MBE Vendor Spend	8%	9%	\$2,045,101.80
VBE Vendor Spend	3%	3%	\$632,075.87
WBE Vendor Spend	14%	15%	\$3,217,865.25
Total Diverse Spend	25%	27%	\$5,895,042.92

¹ All spend figures referenced herein are based upon Encore Boston Harbor's Q3 discretionary spend amount of **\$21,587,295.11**.

Operating Spend: Local

Locality	Annual Goal	Q3%	Q3 Spend
Boston	\$20,000,000.00	12%	\$2,528,819.26
Chelsea	\$2,500,000.00	2%	\$403,381.09
Everett	\$10,000,000.00	9%	\$1,878,019.16
Malden	\$10,000,000.00	1%	\$176,759.79
Medford	\$10,000,000.00	0%	\$103,134.16
Somerville	\$10,000,000.00	6%	\$1,274,946.82
MA (Statewide)	-	55%	\$11,840,493.89

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
July	8	0	0	0	1	2	2	2
August	4	1	1	0	0	1	3	1
September	2	0	0	0	0	0	2	0
Total	14	1	1	0	1	3	7	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 18 minutes.
- The longest length of time spent by a minor on the casino floor was 1 hour, 6 minutes.
- The shortest length of time spent by a minor on the casino floor was 2 minutes.



Promotions, Marketing, Special Events and Volunteerism

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Q3* TRU Patron Charitable Contributions

Charitable Organization	Dollar Amount	Number of Tickets
Casa Myrna	\$1,772.54	13,111
Last Hope K9 Rescue	\$5,562.82	22,254
Pan-Mass Challenge	\$2,486.59	14,834
Urban League of Eastern MA	\$1,890.08	13,035
Total	\$11,712.03	63,234

*Contributions are from August 2, 2022 through September 30, 2022. From the inception of the program to date, the change balances of more than 1 million tickets have been donated.

Launch of PlayMyWay



- ❖ PlayMyWay was launched at EBH on September 12, 2022
- ❖ Relevant EBH employees went through a comprehensive training with EBH and GameSense staff and a professional video was produced for property-wide presentation
- ❖ As an incentive, first-time enrollees are offered a Dunkin® gift card
- ❖ During the month of September, 1,698 patrons enrolled in the program and 83 patrons unenrolled in the program



Q3 Employee Volunteer Efforts



- ❖ Employees volunteered 3,072 hours of their time serving local nonprofits
- ❖ Feed the Funnel brought together more than 250 employees, friends and family to pack over 83,000 meals for local organizations (in one day!)
- ❖ EBH collected over 2,500 school supplies which were donated to Beacon Academy and Everett Public Schools

Inaugural Non-Profit Leadership Retreat

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- ❖ In September, EBH hosted its inaugural non-profit leadership retreat, designed to bring local nonprofit leaders together to learn from each other and EBH and Wynn Resorts executives
- ❖ The retreat was held at Camp Harbor View and 42 attendees from 19 different non-profits were present
- ❖ Topics included diversity and inclusion and multigenerational leadership and an executive panel was featured
- ❖ Reviews:

"I learned so much during this conference. It was also great to connect with other local organizations. Great day!!!"

"The retreat opened my eyes on topics that could make my organization more open and inclusive while maintaining a flow of work."



ESOL Graduation



- ❖ In September, EBH celebrated its first graduation ceremony for team members enrolled in the English Speakers of Other Languages Program
- ❖ EBH partnered with the Jewish Vocational Service in Boston to provide a 12-week course
- ❖ A selection of team members volunteered to share their experience and gratitude by writing a speech in English as a testament to what they learned in the program

ABCD Visit and Update



- ❖ Jacqui Krum, EBH's SVP & General Counsel and Jenny Holaday, EBH's President joined Congresswoman Katherine Clark and Representative Christine Barber in their visit to ABCD Head Start at Station Landing in Medford
- ❖ The center is currently attended by 16 children with a capacity for 60



Questions?