



Quarterly Report Q4 2022

February 8, 2023

Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q4 2022

Year	Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2022	October	\$28,365,680.78	\$33,677,401.58	\$62,043,082.36	\$15,510,770.59
	November	\$26,588,480.33	\$32,841,989.82	\$59,430,470.15	\$14,857,617.54
	December	\$33,475,100.78	\$34,984,642.31	\$68,459,743.09	\$17,114,935.77
	Total	\$88,429,261.89	\$101,504,033.71	\$189,933,295.60	\$47,483,323.90

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	\$97,903,798.73	\$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	\$280,779,251.00	\$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	\$81,026,184.12	\$103,366,682.87	\$184,392,866.99	\$46,098,216.75
	Q4	\$88,429,261.89	\$101,504,033.71	\$189,933,295.60	\$47,483,323.90
	Tota	\$332,533,140.22	\$397,191,632.32	\$539,791,476.94	\$182,431,193.15

Lottery Sales: Q4 2022*

Year	Month	Lottery Sales	% Change 2021
2022	October	\$325,295.00	17.4%
	November	\$270,090.50	12.8%
	December	\$516,134.00	31.8%
	Total	\$1,111,519.50	22.4%

*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	\$1,111,519.50	22.4%
	Total	\$3,637,973.25	20.2%

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%	Q4 Total # of Employees
Minority	40%	54%	1,879	51%	1,725	55%	1,921	57%	2,032
Veteran	3%	2%	82	2%	82	2%	80	2%	84
Women	50%	45%	1,550	45%	1,529	46%	1,606	45%	1,611
Local/Host/Surrounding Community Resident ³	75%	87%	3,030	88%	2,992	88%	3,060	88%	3,128
MA Residents	-	90%	3,144	91%	3,097	91%	3,161	91%	3,233
Total Number of Employees ⁴			3,482		3,390		3,479		3,555
Full-time			2,403		2,349		2,394		2,504
Part-time			1,079		1,041		1,085		1,051
On-call			0		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 All Q4 figures are as of January 1, 2023.

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	2,032	1,611	84	3,555
% Actual	57%	45%	2%	-
MANAGER AND ABOVE				
Number of Employees	105	100	16	231
% Actual	45%	43%	7%	-
SUPERVISORS AND ABOVE				
Number of Employees	335	245	27	569
% Actual	59%	43%	5%	-

Career Fairs and Hiring Events



- ❖ EBH hosted and/or attended more than 35 career fairs/hiring events during Q4
- ❖ Spoke with hundreds of interested students and employment candidates for positions in food and beverage, public area development, hotel, accounting and cage, security, culinary and retail departments
- ❖ More than 130 hires were made as a result of these hiring events

Operating Spend

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Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q4 %	Q4 Spend
MBE Vendor Spend	8%	8%	\$1,799,634.64
VBE Vendor Spend	3%	2%	\$542,419.37
WBE Vendor Spend	14%	12%	\$2,706,013.47
Total Diverse Spend	25%	22%	\$5,048,067.48

1 All spend figures referenced herein are based upon Encore Boston Harbor's Q4 discretionary spend amount of \$22,777,237.75.

Operating Spend¹: Diversity (Year-Over-Year)

Quarter	2021	2022
1	\$3,583,335.02	\$4,707,170.78
2	\$4,147,123.36	\$6,045,666.87
3	\$4,394,841.18	\$5,895,042.92
4	\$6,298,341.63	\$5,048,067.48
Total	\$18,423,641.19	\$21,695,948.05

Operating Spend: Local

Locality	Annual Goal	Q4 %	Q4 Spend
Boston	\$20,000,000.00	13%	\$3,050,404.58
Chelsea	\$2,500,000.00	3%	\$717,518.89
Everett	\$10,000,000.00	5%	\$ 1,169,534.89
Malden	\$10,000,000.00	1%	\$163,793.11
Medford	\$10,000,000.00	0%	\$87,217.22
Somerville	\$10,000,000.00	5%	\$1,061,744.07
MA (Statewide)	-	56%	\$12,748,150.75

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

Quarter	2021	2022
1	\$5,334,934.01	\$6,887,874.55
2	\$5,150,850.62	\$6,610,952.55
3	\$4,908,981.21	\$6,365,060.28
4	\$6,903,970.63	\$6,250,212.59
Total	\$22,298,736.47	\$26,114,099.97

*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	2021	2022
1	\$7,166,273.50	\$11,682,847.37
2	\$8,341,455.43	\$10,733,984.80
3	\$8,542,151.40	\$11,840,493.89
4	\$10,540,893.06	\$12,748,150.75
Total	\$34,590,773.39	\$47,005,476.81

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	0	1	2	0
November	5	0	0	0	0	4	1	3
December	3	2	1	1	1	3	1	1
Total	12	2	1	1	1	8	4	4

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 48 minutes.
- The longest length of time spent by a minor on the casino floor was 4 hours, 27 minutes.
- The shortest length of time spent by a minor on the casino floor was 1 minute.



Promotions, Marketing, Special Events and Volunteerism Update

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2022 TRU Patron Charitable Contributions ²⁰

Charitable Organization	Dollar Amount	Number of Tickets
Casa Myrna	\$9,205.90	68,496
Last Hope K9 Rescue	\$29,039.77	116,278
Pan-Mass Challenge	\$13,008.31	77,270
Urban League of Eastern MA	\$9,645.30	67,648
Boston Area Rape Crisis Center	\$21,538.77	119,191
Bread of Life	\$22,300.88	121,202
Disabled American Veterans	\$35,552.86	153,240
Mystic River Watershed Association	\$13,385.52	97,280
Total	\$153,677.32	820,605

*Average donation is just under \$0.19 per ticket.

Feed the Funnel



❖ During a 3-day span in December, more than 900 EBH team members, volunteer partners and vendors (including the GameSense team!) helped to pack more than 405,000 meals for The Pack Shack

❖ Meals were distributed to several local organizations



Q4 Employee Volunteer Efforts



- ❖ Employees volunteered 4,359 hours of their time serving local nonprofits
- ❖ EBH collected over 400 toys for ABCD and the City of Everett
- ❖ EBH collected more than 3,400 pounds of food for Bread of Life in Malden
- ❖ Over 100 employees participated in local nonprofit walks/races for Bread of Life in Malden, Northeast Arc, Disabled American Veterans and the Walk to End Alzheimer's

Sports Wagering Launch





Questions?