



PLAINRIDGE PARK

Q3 2023 REPORT



RETAIL SPORTS WAGERING REVENUE AND TAXES

Year	Quarter	Taxable Sports Wagering Revenue	Sports Wagering Taxes
2023	Q1	\$972,663	\$145,899
	Q2	\$630,385	\$94,558
	Q3	\$575,136	\$86,270
	Q4		
	Total	\$1,603,048	\$240,457

In addition to the Retail Sportsbook, Plainridge Park has 20 sports wagering kiosks.

GAMING REVENUE AND TAXES

Year	Quarter	Net Slot Revenue	State Taxes	Race Horse Taxes	Total Taxes
2022	Q1	\$33,730,006	\$13,492,002	\$3,035,701	\$16,527,703
	Q2	\$36,607,522	\$14,643,009	\$3,294,677	\$17,937,686
	Q3	\$36,659,335	\$14,663,734	\$3,299,340	\$17,963,074
	Q4	\$36,066,338	\$14,426,558	\$3,245,970	\$17,672,528
	Total	\$143,063,201	\$57,225,303	\$12,875,688	\$70,100,991
2023	Q1	\$38,463,638	\$15,385,455	\$3,461,727	\$18,847,182
	Q2	\$39,147,502	\$15,659,001	\$3,523,275	\$19,182,276
	Q3	\$40,057,478	\$16,022,991	\$3,605,173	\$19,628,164
	Q4				
	Total	\$117,668,618	\$47,067,447	\$10,590,175	\$57,657,622

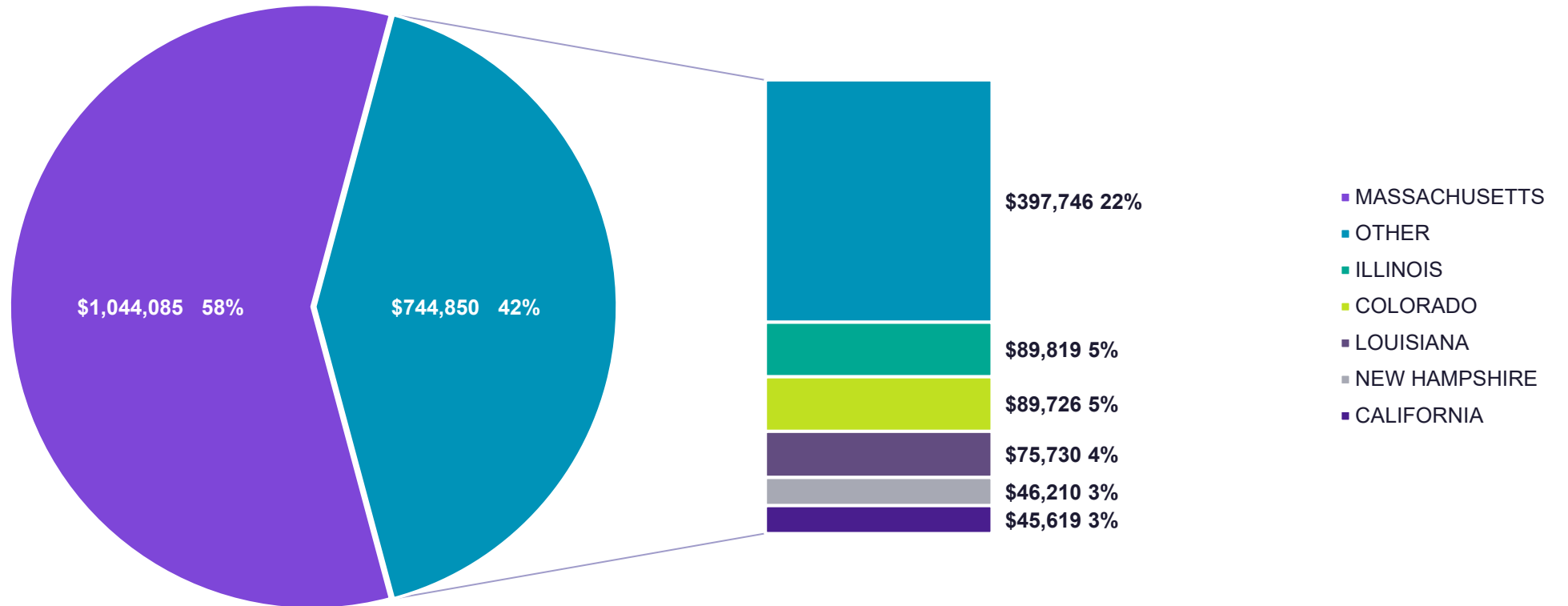
LOTTERY SALES

Quarter	2023	2022	\$ Difference	% Difference
Q1	\$588,793	\$507,710	\$81,083	16.0%
Q2	\$645,963	\$485,744	\$160,219	33.0%
Q3	\$656,103	\$529,297	\$126,806	24.0%
Q4		\$532,016		
Total		\$2,054,767		

- PPC currently has five instant ticket machines and four online terminals
- Prior to the casino opening the property had one instant ticket machine and two online machines

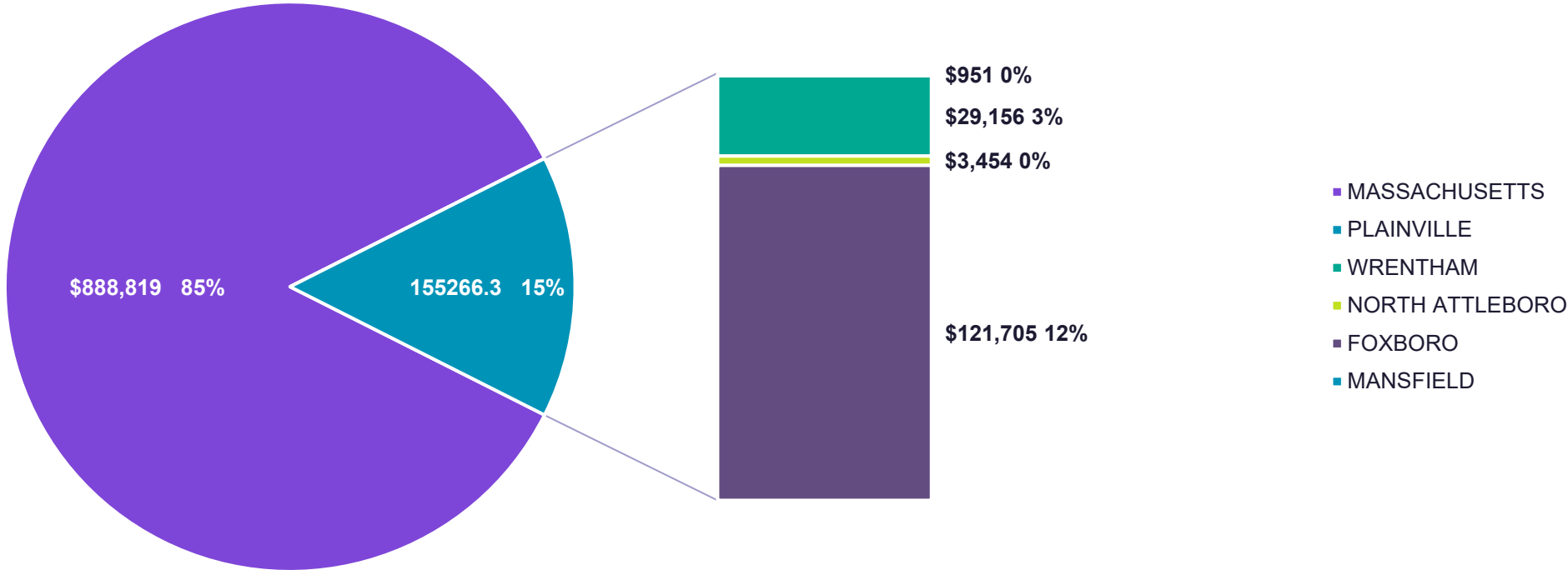
SPEND BY STATE

Q3 2023 Total Qualified Spend By State



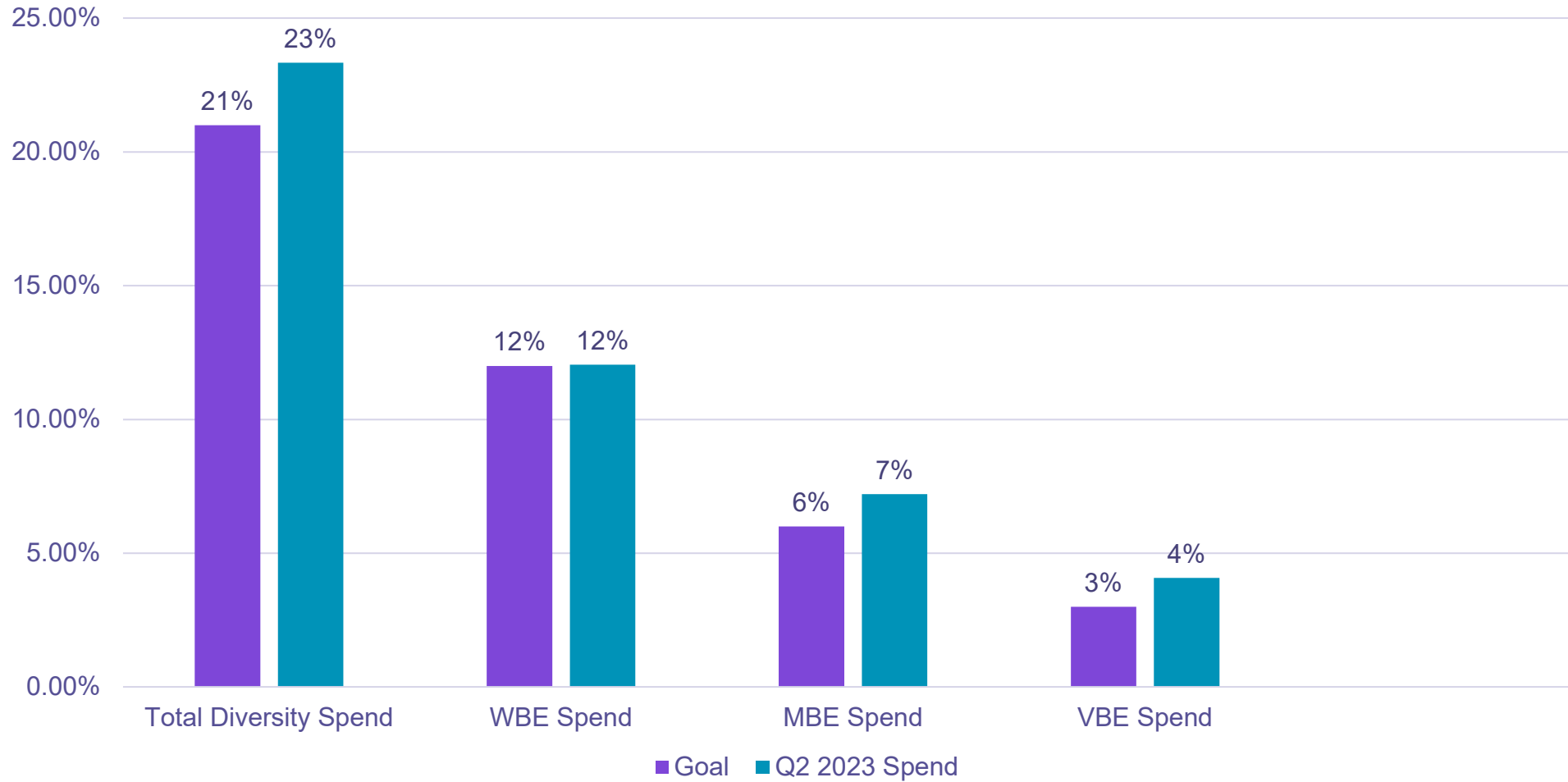
LOCAL SPEND

Q3 2023 Massachusetts vs Host & Surrounding Community Qualified Spend



VENDOR DIVERSITY

Q3 2023 vs Goal



DIVERSE SPEND

Category ¹	Q3 2023	Q2 2023	\$ Difference	% Difference
WBE	\$215,550	\$178,602	\$36,948	20.69%
MBE	\$129,069	\$69,311	\$59,758	86.22%
VBE	\$72,922	\$83,833	(\$10,911)	(13.02%)
Total Diverse Spend	\$417,541	\$331,746	\$85,795	25.86%
Qualified Spend	\$1,788,935	\$1,478,161	\$310,774	21.02%

¹ Includes vendors that are certified in multiple diversity categories. Spend is reported in all qualified categories.

COMPLIANCE

Month	Prevented from Entering Gaming Establishment			Expired, Invalid, No ID	Fake ID	Minors and Underage Escorted from the Gaming Area	Minors and Underage found Gaming at Slot Machines	Minors and Underage Escorted from the Sports Wagering	Minors and Underage found Sports Wagering	Minors and Underage Consuming Alcoholic Beverages
	Total	Minors ¹	Underage ²							
July	79	5	19	55	0	0	0	0	0	0
August	75	7	20	48	0	0	0	0	0	0
September	77	3	10	64	0	0	0	0	0	0
Total	231	15	49	167	0	0	0	0	0	0

¹ Person under 18 years of age

² Person 18-21 years of age



EMPLOYMENT¹: ALL EMPLOYEES²

Employee Category	Percentage Goal	Total # of Employees in Category	Q3-23 Actual Percentage of Total Employees	Q2-23 Actual Percentage of Total Employees
Diversity	15%	122	26%	21%
Veterans	2%	18	4%	4%
Women	50%	214	46%	43%
Local ³	35%	149	32%	32%
MA Employees		290	63%	65%

¹ All employees referenced in this slide were current as of Q3 2023

² Total number of employees Q3 2023: 462

³ Local includes Attleboro, Foxboro, Mansfield, North Attleboro, Plainville & Wrentham

	Employees	Full-Time	Part-Time	Seasonal
Total	462	292	170	0
% of Total	100%	63%	37%	0%

EMPLOYMENT¹: SPORTSBOOK²

Employee Category	Total # of Employees in Category	Actual Percentage of Total Employees
Diversity	3	17%
Veterans	0	0 %
Women	4	22 %
Local ³	3	17%
Full-Time	9	50%

¹ All employees referenced in this slide were current as of Q3 2023

² Total number of **Sportsbook employees (does not include Sports restaurant employees)** Q3 2023:18

³ Local includes Attleboro, Foxboro, Mansfield, North Attleboro, Plainville & Wrentham

EMPLOYMENT¹: SUPERVISOR AND ABOVE²

Employee Category	Total # of Employees in Category	Actual Percentage of Total Employees
Diversity	10	13 %
Veterans	4	5 %
Women	27	35 %

¹ All employees referenced in this slide were current as of Q3 2023

² Total number of Supervisor and Above Q3 2023: 77

PPC CARES: OUR DEVELOPMENT

Creating Outstanding Leaders



Executive Development

planning and team building for success



PPC Town Hall

creating a path for new leaders



Q2 Aces of Penn Awardees

above & beyond team members



Women's Link Business Networking

making new connections



Welcome Matt Carey

Director of Food & Beverage



Emerging Leaders Program

growing in the organization



Women Leading at Penn

inspiring women to pursue leadership roles

PPC CARES: OUR TEAM

Engaged Team Members



Sportsbook Grand Opening

planning and building for fun



Hiring & Training

creating a path for new hires



MGC & Tedy Bruschi

engaged & present



Ribbon Cutting

promoting our brand



Spirit of Mass

Local Racing & Entertainment



Rebranded Patio

changing and embracing enjoyment



Supporting American Cancer Society

inspiring women to make strides

PPC CARES: OUR COMMUNITY

Partnering Success



American Cancer Society

raising *funds* and awareness



Habitat for Humanity

Delivering homes to *families*



Chamber Summer Business BBQ

Meet & greet *business* members



Golf Tournaments

linking on the links



Attleboro Animal Shelter

Providing support & shelter



Wrentham 350 Grand Parade

serving and *protecting*



Foxboro Recruit Military

calling to duty and *ready* to *serve*