



PLAINRIDGE PARK

Q4 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	\$902,732	\$135,410
	Total	\$3,080,916	\$462,137

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	\$18,847,183
	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	\$37,967,705	\$15,187,082	\$3,417,093	\$18,604,176
	Total	\$155,636,323	\$62,254,529	\$14,007,269	\$76,261,798

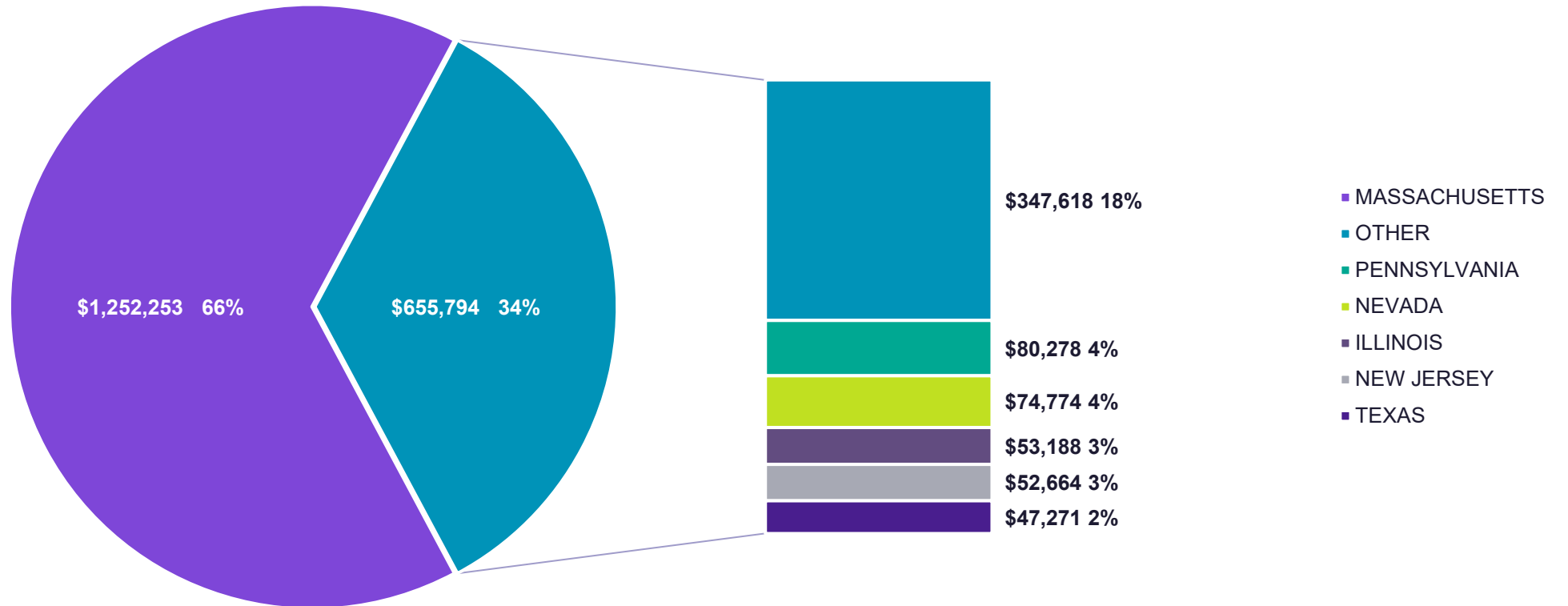
LOTTERY SALES

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	\$594,279	\$532,016	\$62,263	11.7%
Total	\$2,485,138	\$2,054,767	\$433,371	20.9%

- PPC currently has five instant ticket machines and three online terminals
- We previously had four online terminals. One was removed, by the Lottery, for the Sportsbook / Bar renovation

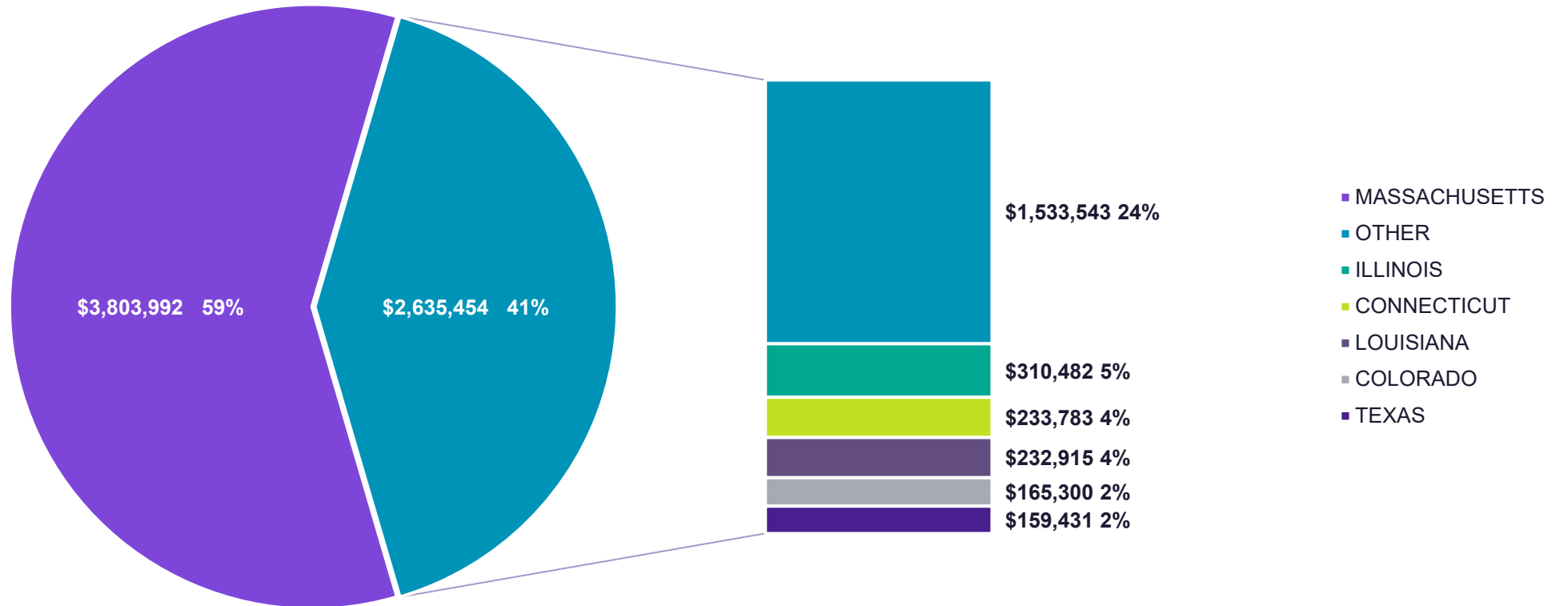
SPEND BY STATE

Q4 2023 Total Qualified Spend By State



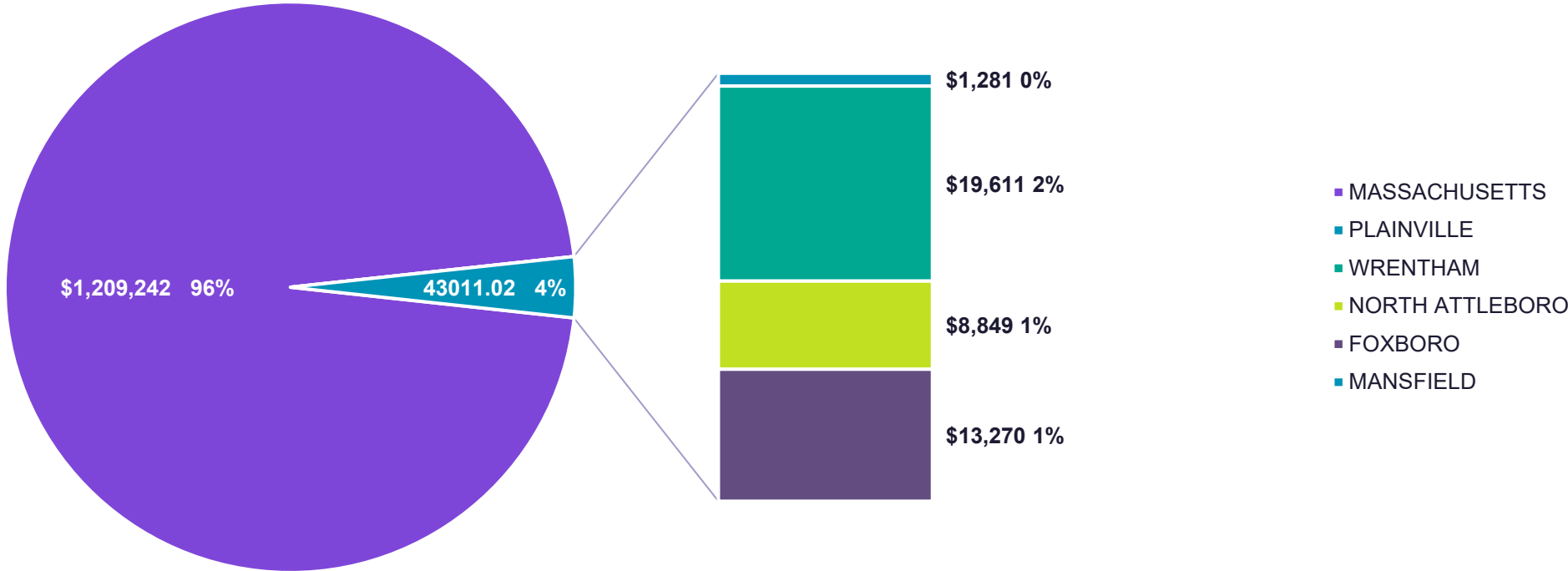
SPEND BY STATE

Full Year 2023 Total Qualified Spend By State



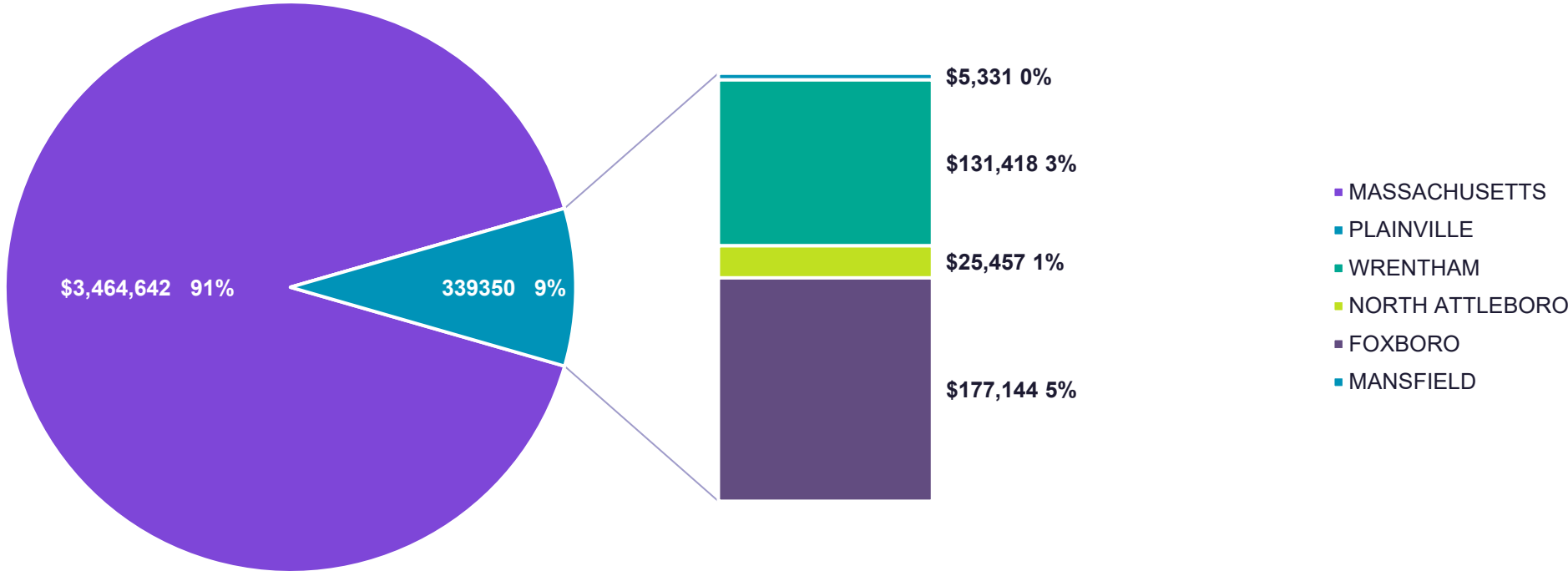
LOCAL SPEND

Q4 2023 Massachusetts vs Host & Surrounding Community Qualified Spend



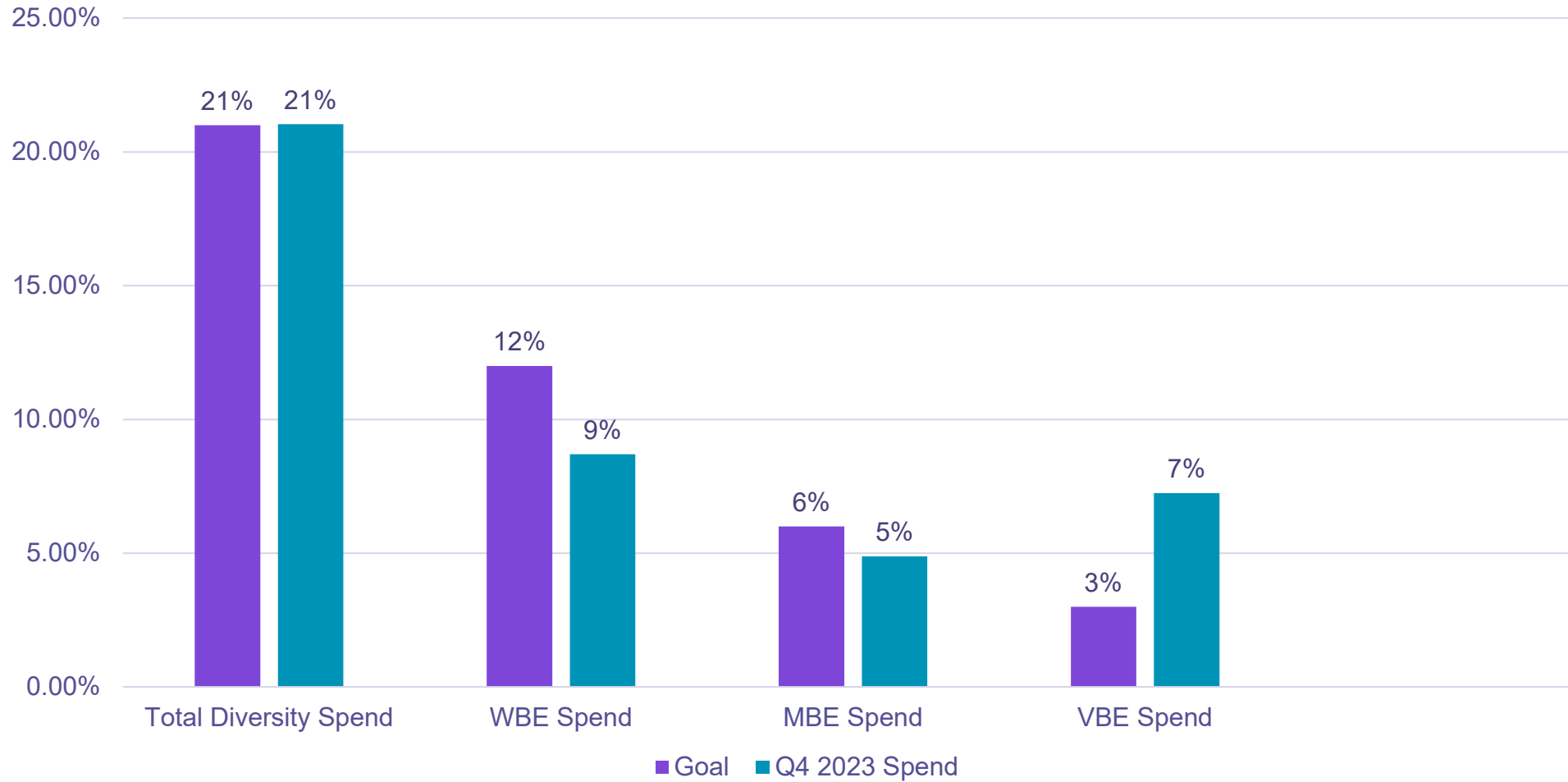
LOCAL SPEND

Full Year 2023 Massachusetts vs Host & Surrounding Community Qualified Spend



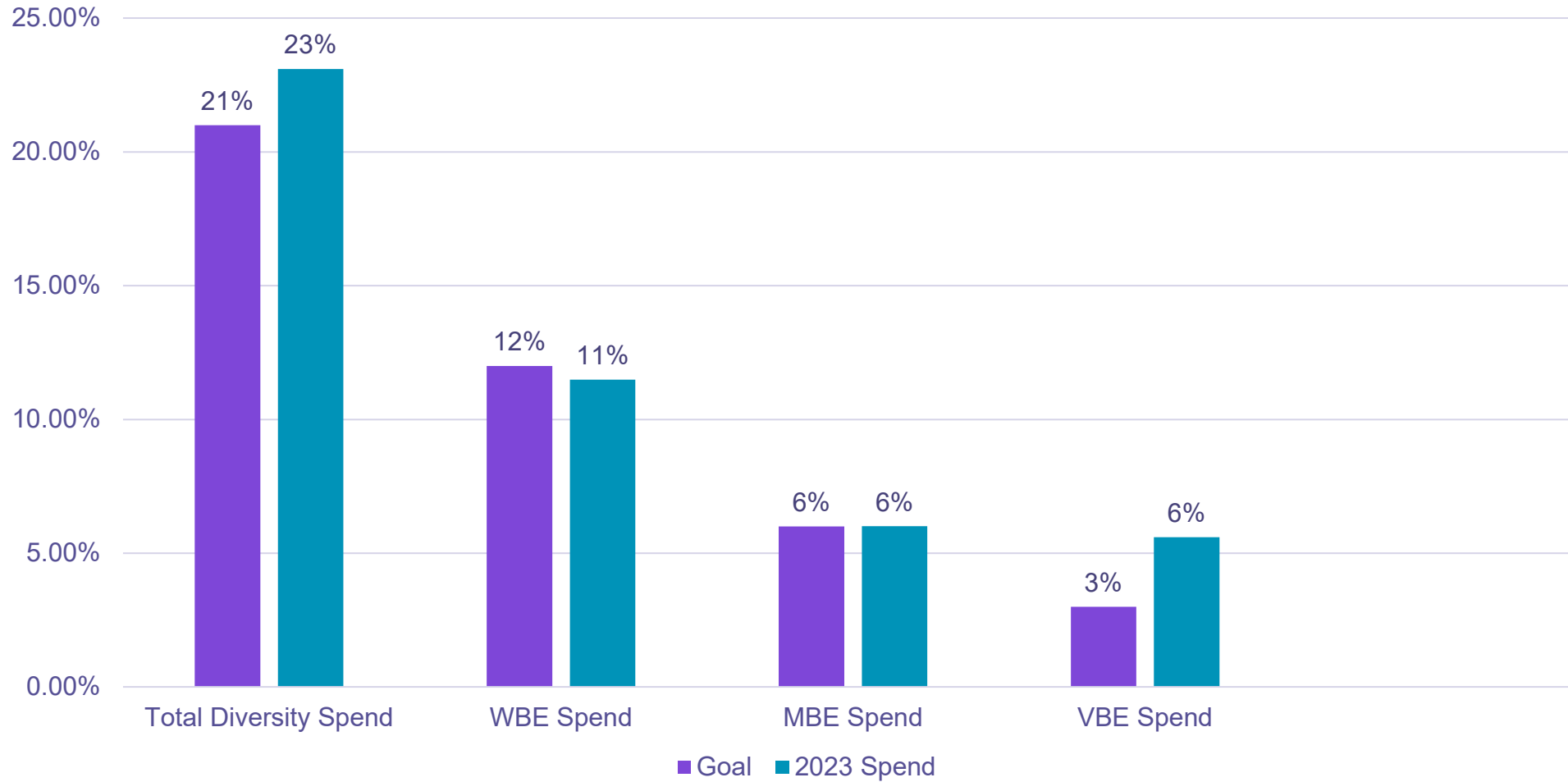
VENDOR DIVERSITY

Q4 2023 vs Goal



VENDOR DIVERSITY

Full Year 2023 vs Goal



DIVERSE SPEND

Category ¹	Q4 2023	Q3 2023	\$ Difference	% Difference
WBE	\$137,042	\$215,550	(\$78,508)	(36.42%)
MBE	\$76,860	\$129,069	(\$52,209)	(40.45%)
VBE	\$132,476	\$72,922	\$59,554	81.67%
Total Diverse Spend	\$346,377	\$417,541	(\$71,164)	-17.04%
Qualified Spend	\$1,908,047	\$1,788,935	\$119,112	6.66%

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							
October	63	1	11	51	0	0	0	0	0	0
November	71	8	12	51	0	0	0	0	0	0
December	77	8	13	56	0	2	1	0	0	0
Total	211	17	36	158	0	2	1	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	Q4-23 Actual Percentage of Total Employees	Q3-23 Actual Percentage of Total Employees
Diversity	15%	125	29%	26%
Veterans	2%	15	3%	4%
Women	50%	275	47%	46%
Local ³	35%	142	32%	32%
MA Employees		275	63%	63%

¹ All employees referenced in this slide were current as of Q4 2023

² Total number of employees Q4 2023: 438

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

	Employees	Full-Time	Part-Time	Seasonal
Total	438	284	154	0
% of Total	100%	65%	35%	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 Q4 2023

² Total number of **Sportsbook employees (does not include Sports restaurant employees)** Q4 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	12	15 %
Veterans	4	5 %
Women	27	35 %

¹ All employees referenced in this slide were current as of Q4 2023

² Total number of Supervisor and Above Q4 2023: 81

PPC CARES: OUR DEVELOPMENT

Creating Outstanding Leaders



HMEA Development

planning and team building for success



PPC Orientation

creating a path for new leaders



Q4 Aces of Penn Awardees

above & beyond team members



Women's Link Business Networking

making new connections



Team Member Safety

Red Cross training



Emerging Leaders Program

growing in the organization



Women Leading at Penn

inspiring women to pursue leadership roles

PPC CARES: OUR TEAM

Engaged Team Members



Gingerbread Creation Competition
planning and building for fun



Community and Team Craft Fair
creating a path for entrepreneurs



Chef Cooking Christmas
engaged & present



Fun Committee Feeds the Team
promoting our joy



Thanksgiving Pie Contest
baking is very competitive



National Chocolate Day
changing and embracing enjoyment



National Grilled Cheese Day
inspiring women to make strides

PPC CARES: OUR COMMUNITY

Partnering Success



American Cancer Society

raising funds and awareness



Coats4Vets

Delivering Coats to Veterans



Chamber of Commerce

Meet & greet business members



Happy Army vs. Navy Game day!

giving to the runners



Town of Mansfield

Providing support & funds



Plainville Seniors Luncheon

serving and protecting



Foxboro Recruit Military

calling to duty and ready to serve