



Massachusetts Gaming Commission Sports Wagering Quarterly Report

2nd Quarter 2023

WynnBET

Sports Wagering Revenue

Sports Wagering Revenue, Taxes, & Handle

Q1 2023

MONTH	TOTAL SW REVENUE	MA SW TAXES COLLECTED	HANDLE
January	\$0.00	\$0.00	\$0.00
February	\$0.00	\$0.00	\$0.00
March	\$2,101,186.65	\$411,068.93	\$18,336,370.45
TOTALS	\$2,101,186.65	\$411,068.93	\$18,336,370.45

Q2 2023

MONTH	TOTAL SW REVENUE	MA SW TAXES COLLECTED	HANDLE
April	\$463,005.74	\$81,195.55	\$22,811,166.93
May	\$1,050,743.23	\$201,942.25	\$16,412,297.43
June	\$508,067.48	\$95,723.90	\$11,777,967.95
TOTALS	\$2,021,816.45	\$378,861.70	\$51,001,432.31

Workforce Diversity

WSI Workforce Diversity

Q1 2023

GENDER	WSI EMPLOYEES
Male	57%
Female	43%

MINORITIES	WSI EMPLOYEES
African American	21%
Hispanic/Latino	13%
Asian American	10%
Two or More	8%
Pacific Islander	2%
TOTAL MINORITY WORKFORCE	54%

WSI Workforce Diversity

Q1 2023

CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	% OF TOTAL WSI EMPLOYEES
Executive (Director and above)	22%	78%	0%	0%	5.5%
Manager/Supervisor	50%	50%	0%	0%	13.5%
Line Level	55%	39%	5%	0.7%	81%
TOTALS	53%	42%	4.5%	0.5%	100%

WSI Workforce Diversity

Q2 2023

GENDER	WSI EMPLOYEES
Male	62%
Female	38%

MINORITIES	WSI EMPLOYEES
African American	21%
Hispanic/Latino	14%
Asian American	11%
Two or More	7.5%
Pacific Islander	2.5%
TOTAL MINORITY WORKFORCE	56%

WSI Workforce Diversity

Q2 2023

CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	% OF TOTAL WSI EMPLOYEES
Executive (Director and above)	25%	75%	0%	0%	5%
Manager/Supervisor	60%	40%	0%	0%	13%
Line Level	57%	36%	5%	0.8%	82%
TOTALS	56%	39%	4.4%	0.6%	100%

WSI Workforce Diversity

Diversity Goals / Plans

From Q1 2023 to Q2 2023, WynnBET's workforce percentages remained consistent. This can be attributed to the low turnover that occurred between quarters. Our executive team consists of 75% female leaders. This representation extends throughout the majority of the business units within WSI - including legal, compliance, creative, product, customer service and finance.

WynnBET has been dedicated to promoting, recruiting and hiring diverse talent across all levels in the company. Initiatives through Q1 and Q2 2023 have included:

- Target broad socioeconomic categories using job boards with varied reach to ensure a diverse candidate pool for every open role.
- Meet with employees as part of our career pathing program to identify career aspirations and align that with available opportunities throughout the company within a formalized program called WynnBET Academy.
- WynnBET Academy programs:
 - Provide upskilling curriculum available to all employees.
 - Thoughtful portfolio of programs to ensure successful upward mobility within the company: Talent Exchange (interdepartmental shadowing), Emerging Leaders (growing front-line employees into next generation of leadership), and New Leader Onboarding (upskilling for new managers who have never managed direct reports).
- Continuous improvement and personal growth is at the core of all company programs.

Vendors

Vendors

2023

DIVERSITY CERTIFICATION	Q1	Q2
MBE	3%	31%
VBE	4%	69%
WBE	93%	0%
TOTAL DIVERSITY SPEND IN MA	13.5%	0.37%

Vendors

Diversity Goals / Plans

As of the end of Q2, WynnBET has spent 2.55% with WBEs, 0.32% with VBEs, and 0.19% with MBEs. The decrease in total diversity spend in the Commonwealth from Q1 to Q2 can be attributed to a significant portion of the spend being a purchase that occurred in Q1 that spanned through Q2. Additional spend with a WBE has already been secured for Q3.

Identification as a MBE, VBE, or WBE is strictly optional and does not preclude a vendor from registering to conduct business with WynnBET. A significant number of our vendors have opted not to provide this information. Despite this, WynnBET remains dedicated to contracting with diverse vendors.

Compliance

Compliance

Minors/Underage Access

Q1 2023

MONTH	FOUND SW OR ATTEMPTING TO SW ON A SW PLATFORM
January	N/A
February	N/A
March	0
TOTALS	0

Q2 2023

MONTH	FOUND SW OR ATTEMPTING TO SW ON A SW PLATFORM
April	0
May	0
June	0
TOTALS	0

Responsible Gaming

Responsible Gaming

VSE Enrollees

Q1 2023

MONTH	VSE ENROLLEES
January	N/A
February	5
March	32
TOTALS	37

Q2 2023

MONTH	VSE ENROLLEES
April	41
May	20
June	16
TOTALS	77

Lottery

Lottery

WynnBET does not directly participate in the sale of Massachusetts State Lottery products. However, WynnBET's affiliate, Encore Boston Harbor, does participate in the sale of Massachusetts State Lottery products at its property. WynnBET continues to rely upon its relationship with Encore Boston Harbor to ensure that Massachusetts State Lottery sales are not negatively impacted by sports wagering within the Commonwealth.

Community Outreach & Charitable Impacts

Community Outreach & Charitable Impacts

All WynnBET employees are invited to participate and contribute to Wynn Resorts, Limited community engagements.

WynnBET employees have volunteered their time and made charitable donations, the majority of which are Nevada centric. WynnBET has supported local Massachusetts charity events including the *15th Annual Joe Andruzzi & Friends Golf Tournament* and the *Shawn Thornton Foundation Golf Tournament*.

WynnBET's sister company, Encore Boston Harbor, collected over 980 hygiene items for domestic violence survivors at Casa Myrna during Q2. EBH employees volunteered 2,725.6 hours of their time during Q2 serving organizations such as BARCC, Mystic River Watershed Association, Camp Harborview, and Cradles to Crayon. During the Mother's Day Floral Sale, employees raised \$2,320 which was matched by EBH, and a total of \$4,640 was donated to the Community Grant Fund. Finally, employees raised \$1,725 during the Pride Day Bake Sale which was also matched by EBH, resulting in \$3,450 being donated to Fenway Health.

The image features the WynnBET logo centered on a dark blue background. The logo consists of the word "Wynn" in a bold, italicized, yellow font, followed by "BET" in a bold, italicized, white font. Surrounding the logo are faint, golden-yellow line-art illustrations of sports equipment: a baseball in the top left, a football in the bottom left, and a basketball in the right side.

WynnBET