



Sports Wagering Quarterly Report Q3 2023

Presented to:
Massachusetts Gaming Commission



REVENUE

Q3 2023

REVENUE & TAXES*

Month	Revenue	Taxes Collected	Handle
April	\$ 4,610,952	\$ 922,191	2.2%
May	\$ 5,391,257	\$ 1,078,251	3.1%
June	\$ 3,539,724	\$ 707,945	2.8%
Totals	\$ 13,541,933	\$ 2,708,387	
July	\$ 2,478,348	\$ 495,670	2.2%
August	\$ 2,403,054	\$ 480,611	2.3%
September	\$ 3,603,434	\$ 720,687	2.2%
Totals	\$ 8,484,836	\$ 1,696,968	

* Online wagering only



BETMGM

HUMAN RESOURCES

Q3 2023

RESOURCE DIVERSITY

Prior Report

Employee Level	Total Employees	Minority		Veteran		Woman*		MA Residents	
		Count	%	Count	%	Count	%	Count	%
Executive	17	2	12%	1	6%	3	18%	0	0%
Supervisor/Manager	241	72	30%	4	2%	78	32%	0	0%
Non-Manager	905	455	50%	15	2%	291	32%	6	1%
Total	1,163	529	45%	20	2%	372	32%	6	1%

Q3

Employee Level	Total Employees	Minority		Veteran		Woman*		MA Residents	
		Count	%	Count	%	Count	%	Count	%
Executive	18	2	11%	1	6%	4	22%	0	0%
Supervisor/Manager	243	72	30%	4	2%	77	32%	1	0%
Non-Manager	1,029	586	57%	13	1%	355	34%	6	1%
Total	1,290	660	51%	18	1%	436	34%	7	1%

* Non-Binary included in this total



VENDOR UTILITY

Q3 2023

GLOBAL VENDOR UTILITY

Spend Type	Q2		Q3	
	Dollars	% *	Dollars	% *
Total Vendor Spend	\$ 154,982,445	100.0%	\$ 110,493,293	100.0%
Diverse Vendor Spend	\$ 3,797,758	2.5%	\$ 3,122,703	2.8%

Diversity Type	Q2		Q3	
	Dollars	% **	Dollars	% **
Diverse & Small	\$ 940,762	24.8%	\$ 784,728	25.1%
Small Only	\$ 2,815,332	74.1%	\$ 2,290,419	73.3%
Diverse Only	\$ 41,664	1.1%	\$ 47,556	1.5%
Minority Business Enterprise	\$ 672,908	17.7%	\$ 459,073	14.7%
Veteran Business Enterprise	\$ 206,581	5.4%	\$ 133,010	4.3%
Women Business Enterprise	\$ 464,117	12.2%	\$ 545,263	17.5%

* Of Total Vendor Spend

** Of Diverse Vendor Spend

LOCAL VENDOR UTILITY

Spend Type	Q2		Q3	
	Dollars	% *	Dollars	% *
Total Vendor Spend	\$ 2,479,908	100.0%	\$ 1,205,751	100.0%
Diverse Vendor Spend	\$ 237,959	9.6%	\$ 36,114	3.0%

Diversity Type	Q2		Q3	
	Dollars	% **	Dollars	% **
MBE	\$ 41,235	17.3%	\$ 36,114	100.0%
MBE Small	\$ 183,277	77.0%	\$ -	0.0%
Vet Small	\$ 10,905	4.6%	\$ -	0.0%
Small	\$ 2,542	1.1%	\$ -	0.0%

* Of Total Vendor Spend

** Of Diverse Vendor Spend



BETMGM

COMPLIANCE

Q 3 2023

DIGITAL UNDERAGE USE*

Timeframe	Underage Patrons
Q1	0
Q2	1
Q3	0
TOTALS	1

*BetMGM digital product only. MGM Springfield oversees the retail sportsbook as the licensed Operator.



BETMGM

RESPONSIBLE GAMING

Q3 2023

SELF-REGULATION

Patrons		
Timeframe	Time-Out Tool (Cool-Off)	Voluntary Self Exclusion
Q1*	56	50
Q2	234	150
Q3	271	130
Total	561	330

Cool-Off Days			
Timeframe	Average	Median	Maximum
Q1* & Q2	39	30	110
Q3	27	20	90

*Q1 only includes the time period of 3/10/23 - 3/31/23

Responsible Gaming

- BetMGM attended the National Council on Problem Gambling's National Conference on Gambling Addiction & Responsible Gambling for 2023 and was nominated for the NCPG's Corporate Social Responsibility Award.
- BetMGM partnered with EPIC Risk Management in August to deliver interaction masterclass sessions to customer facing teams.
- BetMGM partnered with EPIC Risk Management throughout September to present four different lived-experience sessions, available to all BetMGM employees.
- BetMGM and Kindbridge Behavioral Health announced a program that revolutionized the way problem gamblers access essential mental health services.
 - <https://sports.betmgm.com/en/blog/betmgm-kindbridge-behavioral-health-mental-health-access-program-problem-gamblers-colorado/>



LOTTERY

Q 3 2 0 2 3

Lottery

- Since our last presentation, BetMGM has engaged in conversation with the Massachusetts Lottery and continues to explore the possibility of a future partnership. These conversations and exploration of a strategic partnership are ongoing.
- MGM Springfield offers on-property lottery engagement



BETMGM

COMMUNITY OUTREACH

Q 3 2023

Community Outreach

BetMGM offers 7 Employee Resource Groups (ERGs) to engage our staff in initiatives they feel passionate about within BetMGM and the community:

- **BEN:** Establish the inclusion and advancement of employees who identify as Black, of African descent, or Caribbean within our organization while cultivating impactful partnerships and strong community engagement outside of BetMGM.
- **Latinx Alliance:** Develop a network of Latinx team members, promote their professional development and share their experiences broadly at BetMGM, while positively impacting the Latinx community outside of our organization through civic engagement.
- **Pride:** Elevate inclusive workplace policies, benefits, and environment to positively impact LGBTQ+ employees and cultivate a culture where all employees feel secure in being their authentic selves in our organization.
- **Impact:** Simply stated, allyship is all about taking action to create a more inclusive workplace where everyone can do their best work and thrive. Allies speak up when they see non-inclusive behavior, use their clout to open career doors, and advocate for systemic change to status-quo processes to be more equitable.
- **AAPI Voices:** Uniting the greater Asian American and Pacific Islander communities at BetMGM by educating, celebrating our cultures, amplifying our stories and increasing opportunities for employee development.
- **Women@BetMGM:** To provide professional and personal support and development opportunities for those who identify as female, while cultivating an inclusive environment which encourages them to advance into leadership roles through collaboration, development, mentorship and community connection.
- **Bet on Vets:** Bet on Vet's mission is to promote a culture of diversity and inclusion at BetMGM for veterans, military families and allies by creating awareness and engagement through internal education. The group is committed to supporting each other through veteran recruitment and partnership with external veteran organizations that help to support these goals.

Community Outreach

ERG and Organizational Community Engagement Efforts:

Latinx Heritage Month - School Supplies Drive

- BetMGM donated supplies to Ocean Academy Charter School.

Jersey City Pride 2023

- Our Pride ERG members participated in the event and made a \$2500 donation to the organization “JC Pride”.

Three Square Food Pantry, Las Vegas

- BetMGM employees volunteered with the organization “Three Square” to pack food for the local community.

Adopt a Family Program

- BetMGM has partnered with Volunteers of America to sponsor 4 families in our community. The purpose is to help those in need by providing food, toys, clothing, and other essentials this holiday season.

Suicide Prevention Month Golf Tournament

- BetMGM donated \$3,600 to **#SameHere Global Mental Health Movement**, an organization focused on normalizing society’s perception of mental health and make it part of our everyday conversation.



Community Outreach

Empower Mentorship Program

Purpose: Provide mentorship and professional growth opportunities to BetMGM ERG members, many of whom come from underrepresented backgrounds. Each mentor-mentee pairing is encouraged to meet for at least 1 hour per month for 6 months.

The company mentors are leaders from all levels across various business areas exhibiting the following qualifications:

- People leader
- Active in BetMGM's Take the Lead Program
- People business partner approval
- 1 year tenure at BetMGM

Topics of discussion offered as a guideline are:

- Goalsetting
- Effective communication and maintaining relationships
- How to network more effectively
- Building your career
- How to be most productive
- Barriers to inclusion



Community Outreach

BetMGM Executive Series

The Tom Joyner Foundation, a driving force behind scholarship distribution and fundraising for HBCUs, and BetMGM partnered to offer an ‘Executive Series’ to Historically Black Colleges and Universities (HBCUs) nationwide last Fall. The partnership offered HBCU students the opportunity to network with BetMGM executives and navigate the recruitment process in preparation for career opportunities at the company post-graduation.

BetMGM Internship Program

To compliment the ‘Executive Series’, and for the first time in the company's existence, BetMGM launched an internship program to help aspiring professionals to gain exposure to the sports wagering industry. BetMGM again partnered with The Tom Joyner Foundation to leverage the relationships built through the ‘Executive Series’ to select candidates for the internship program. The internship offered the opportunity for students to acquire hands on expose to working for a sports wagering operator. For 2023, BetMGM welcomed 7 interns into our inaugural program.





BETMGM
BELIEVE IN YOUR GAME