



Massachusetts Gaming Commission Q4 2024 Meeting

Sports Wagering Quarterly Report

# Q4 2024 Sports Wagering Quarterly Report



# **REVENUE**

Q3 2024				
Month	Total SW Revenue	MA SW Taxes Collected	Handle	
July	964,044.53	182,944.55	7%	
August	713,939.11	134,855.82	5%	
September	1,447,380.31	279,816.96	7%	
TOTALS	3,125,364.45	597,617.33	6%	

Q4 2024				
Month	Total SW MA SW Revenue Taxes Collected		Handle	
October	1,268,475.11	243,213.82	6%	
November	1,429,470.67	274,300.13	6%	
December	1,061,799.62	200,198.32	4%	
TOTALS	3,759,745.40	717,712.28	5%	

YE 2024			
Period	Total SW Revenue	MA SW Taxes Collected	Handle
Q1	3,129,923.29	593,347.66	5%
Q2	2,326,974.34	435,952.67	4%
Q3	3,125,364.45	597,617.33	6%
Q4	3,759,745.40	717,712.28	5%
2024 TOTALS	12,342,007.48	2,344,629.94	5%



### WORKFORCE/WORKFORCE DIVERSITY

# of Team Member in Each Category	Minority #	Minority %	Women #	Women %	Veteran #	Veteran %	MA resident #	MA Resident %	Total Team Members
Executive	101	24%	45	10%	4	1%	4	1%	429
Manager & Supervisor	261	37%	169	24%	14	2%	0	0%	698
Entry Level	180	45%	138	34%	7	2%	0	0%	402
Totals	542	35%	352	23%	25	2%	4	0%	1529



#### **VENDOR / SUPPLIER / DIVERSE SPEND**

#### Q4 2024 Overview of Total Spend, Including any MA Spend/Impacts

The below statistics are anticipated company-wide vendor spend statistics for Q4 2024, which are not yet validated. The prior three quarters have been validated and updated accordingly. This data is reflective of the company's total spend at all properties, while the subsequent Diversity spend percentages are based on total addressable spend dollars.

Quarter	Total Spend	Diverse Spend	Diversity %	
24Q1	\$1,020,933,524	\$22,747,294	8.10%	
24Q2	\$985,404,259	\$27,759,327	11.51%	
24Q3	\$1,077,855,261	\$34,834,467	11.67%	
24Q4	\$1,065,369,613	\$28,307,862	10.34%	
2024 Total	\$4,149,752,031	\$113,372,416	10.34%	

For the first time this year, our Diversity percentage decreased slightly compared to prior quarter. However, the total dollars for diverse spend outperformed both 24Q1 & 24Q2. The team continues to focus on improving our diversity inclusion in our non-regulated states, in an effort to boost our supplier diversity requirements in our regulated states.

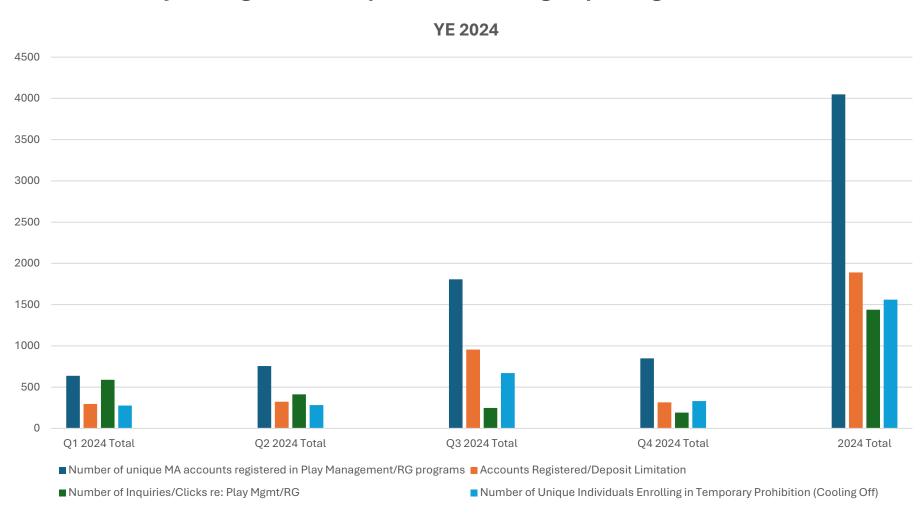
<sup>\*</sup>Addressable spend does not include taxes, utilities and some highly regulated gaming trade sectors defined as addressable.





### **COMPLIANCE**

#### **Play Management Responsible Gaming Reporting**





### **COMPLIANCE**

### Prohibited Player (Underage Monitoring) - Q4 2024

Q4				
Number accounts flagged for review under the suspicion of prohibited or restricted persons.	Number of investigations from the previous column which resulted in a review for/related to suspicious underage activity			
4	4			

YE 2024				
Number accounts flagged for review under the suspicion of prohibited or restricted persons.	Number of investigations from the previous column which resulted in a review for/related to suspicious underage activity			
15	7			





# **Responsible Gaming**

- Massachusetts VEPs suppressed and entered into the RG Application:

-Q4 2024: 124



Self-Limits and Cool Off



# **Responsible Gaming**

- -Training
- -Responsible Gaming Chair (RG Program Leader with oversite of policies and procedures):
  - -November 7, 024
  - -December 13, 2024
  - -December 23, 2024
- -Responsible Gaming Administrator (RG Program administrative and technology support)
  - -October 4, 2024
  - -November 20, 2024
- -Responsible Gaming Ambassador (Advanced conversational skill training)
  - -November 7, 2024
  - -November 15, 2024
  - -December 18, 2024
- -Responsible Gaming Annual Refresher (Mandatory for all front of house/customer facing, Caesars Digitial, and Corporate Team Members)
  - -Must be completed by October 31, 2024
- -Conference
  - -Attendance at the ICRG 2024 Conference on Gambling and Addiction, October 6-7, 2024





### **LOTTERY ENGAGEMENT**



Caesars partnered with the Massachusetts Lottery in Q4 2024 to promote the Merry & Bright Scan to Enter Holiday Promotion.

Merry & Bright Scan to Enter Holiday Promotion runs through Q1 2025.

Caesars continues to look forward to working with the Massachusetts Lottery on additional marketing strategies and promotional opportunities for Q2 2025.



















# **Community Outreach / Charitable Giving**

- Our Caesars Makes Change program, initially piloted at one property in 2021, has now expanded to nearly 40 Caesars Entertainment destinations across the nation. When guests redeem their slot tickets at our casinos, they are prompted by our ticket redemption program to donate a portion of their cash payout to charitable organizations.
- Participating properties offer up to three charity options on the NRT machines. One of those charities is the enterprise-wide charity selected by CSR and the other two are selected by the property
- Since 2021, CSR has selected two national organizations as the CSR selected charity that are rotated on a bi-annual basis. Those charities are the Boys and Girls Clubs of America and Meals on Wheels
- In 2024, our guests generously donated over \$2 million through this program. These funds were distributed not only to our national partners, MOWA and BGCA
- Caesars Makes Change life to date for Meals on Wheels and Boys and Girls Club of America is \$1.47M and BGCA is \$1.37M









# **QUESTIONS & COMMENTS – CAESARS TEAM**

Questions and comments can be sent to:

- Kiersten Flint, SVP of Corporate Social Responsibility and Internal Communications, kflint@caesars.com
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