

QUARTERLY REPORT Q4 2019



MARCH 12, 2020 ENCORE BOSTON HARBOR







Gaming Revenue, Taxes & Lottery Sales









Month	Slot Gross Gaming Revenue	Table Games Gross Gaming Revenue	Total Gross Gaming Revenue	MA State Taxes Collected
October	\$22,284,638.39	\$23,528,188.72	\$45,812,827.11	\$11,453,206.78
November	\$22,783,908.65	\$24,524,180.65	\$47,308,089.30	\$11,827,022.33
December	\$22,606,800.16	\$31,406,375.61	\$54,013,175.77	\$13,503,293.94
Totals	\$67,675,347.20	\$79,458,744.98	\$147,134,092.18	\$36,783,523.05



Month ¹	Lottery Sales	
October	\$257,627.00	
November	\$207,466.00	
December	\$236,790.00	
Total	\$701,883.00	

¹The periods for which relevant sales are reported are based upon week-end totals, and may not correspond precisely to calendar month periods.





Compliance











Month	Minors ¹ Intercepted on Gaming Floor and Prevented from Gaming*
October	15
November	17
December	9
Total	41

¹For purposes of this Quarterly Report, "minor" shall mean a person under 21 years of age.

COMPLIANCE: MINORS INTERCEPTED GAMING



Month	Minors Intercepted Gaming at Slot Machines	Minors Intercepted Gaming at Tables	Minors Intercepted Consuming Alcohol	Number of IDs NOT Checked that Resulted in Minor on Gaming Floor	•
October	2	6	3	2	6
November	3	5	3	5	3
December	7	0	0	3	4
Totals	12	11	6	10	13

- Average length of time spent on casino floor by minors was 1 hour, 10 minutes.
- Longest length of time spent on casino floor by a minor was 3 hours, 5 minutes.
- Shortest length of time spent on casino floor by a minor was 2 minutes.





Operating Spend





OPERATING SPEND: DIVERSITY



Diversity Category	Q3 2019 Spend	Q4 2019 Spend	Total 2019 Spend ¹	Percentage of Total Q4 2019 Spend ²	Annual Goal
Women's Business Enterprise	\$6,125,158.55	\$2,827,858.74	\$8,953,017.29	10%	14%
Minority Business Enterprise	\$3,176,458.31	\$2,057,091.24	\$5,233,549.55	7%	8%
Veteran's Business Enterprise	\$499,444.91	\$1,435,422.71	\$1,934,867.62	5%	3%
Total	\$9,801,061.77	\$6,321,182.69	\$16,122,244.46	N/A	N/A

¹The "Total 2019 Spend" includes only purchases made from July 1, 2019 - December 31, 2019.

² The "Total Q4 2019 Spend" referenced herein is \$28,626,727.86.



Municipality	Q3 2019 Spend	Q4 2019 Spend	Total 2019 Spend ¹	Annual Goal
Everett	\$4,261,432.79	\$2,154,778.60	\$6,416,211.39	\$10,000,000.00
Boston	\$5,753,215.54	\$5,155,527.70	\$10,908,743.24	\$20,000,000.00
Chelsea	\$1,765,166.25	\$791,803.32	\$2,556,969.57	\$2,500,000.00
Malden	\$702,091.87	\$182,785.14	\$884,877.01	\$10,000,000.00
Medford	\$846,026.84	\$200,067.55	\$1,046,094.39	\$10,000,000.00
Somerville	\$1,691,825.14	\$1,421,587.21	\$3,113,412.35	\$10,000,000.00

\$16,500,059.02 or 58% of the \$28,626,727.86 total Q4 2019 spend was attributable to businesses in Massachusetts.

¹The "Total 2019 Spend" includes only purchases made from July 1, 2019 - December 31, 2019.





Employment









Employee Category	Total of Employees in Category	Percentage of Total Employees
Full-Time	3,303	75%
Part-Time	1,118	25%
Total Number of Employees	4,421	N/A

¹All employee figures were current as of March 6, 2020.



Employee Category	Total of Employees in Category	Actual Percentage of Total Employees	Percentage Goal
Minority	2,384	54%	40%
Veteran	138	3%	3%
Women	1,908	43%	50%
Local ²	3,838	87%	75%

¹ Employee figures referenced in this slide were current as of March 2, 2020.

² "Local" as used herein means within 30 miles of Encore Boston Harbor.

EMPLOYMENT: DIVERSE EMPLOYEES (SUPERVISOR AND ABOVE) ENCO



Employee Category	Total of Employees in Category	Actual Percentage of Total Supervisory Employees and Above	Percentage Goal
Minority	355	52%	40%
Veteran	35	5%	3%
Women	273	40%	50%

¹ Employee figures referenced in this slide were current as of Mach 2, 2020.





Marketing and Entertainment Update





MARKETING AND ENTERTAINMENT UPDATE: PUBLIC PROMOTIONS

Play slots or table games

in October and you could

drive away in a 2019

Porsche Macan.



OCTOBER

EncoreBe one of 100
lucky winners.

*SUPER SUNDAYS

Every Sunday in October.



WINNER'S

engratulations. You have earned a complimentary entry nto our Winner's Celebration drawing and a chance to win between \$50 and \$1,000 in FRECORDY?

Simply deposit your entry form into the drawing sarrelinear the bottom of the escalators going up to On Dec Burger Bar between IO a.m. – 8 p.m. on Friday, October 25, 2019.

There will be 25 winners drawn every hour bet 12 – 8 p.m. on that day.

and other a reduce that the \$100 Mayor Secure Whitehops (10) Mingles man and
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One great win deserves another.

Encore

NOVEMBER



November 11 | 8 a.m.-12 a.m.

We are honoring all active duty and military veterans with \$25 FREE CREDIT and a free meal at Bru on Veterans Day. Present your valid military ID at the Red Oard desk to redeem your offer.



from 2-6:30 p.m. for \$500 in FREE*CREDIT* or a finalist spot.

Finalists will have the chance to play for a guaranteed \$2,500 in FREE*CREDIT* or the chance to win \$100,000 in cash.





DECEMBER



Play with your Red Card at any table game for your chance to win up to \$250

COMPDOLLARS. Wednesdays throughout

in order to be eligible for the promotion.

December, all Red Card members actively playing with their Red Card

at any table game will have the chance to win between \$25 and \$250 COMPDOLLARS. Every 30 minutes from 12-8 p.m., one lucky seat will be chosen to win \$250 COMPDOLLARS. To keep the festivities going, if you are seated next to a Holiday Hot Seat winner you win too. All Red Card members sitting at the winning table will receive \$25 in COMPDOLLARS. Guests must be actively playing with their Red Card

MARKETING AND ENTERTAINMENT UPDATE: PUBLIC CONCERTS









MARKETING AND ENTERTAINMENT UPDATE: INVITED EVENTS – NEW YEAR'S EVE











MARKETING AND ENTERTAINMENT UPDATE: ENCORE CANTINA



ENCORE

CANTINA



MARKETING AND ENTERTAINMENT UPDATE: TIERED REWARD CARD PROGRAM





	Wyun Hawards	Wyan wwants	Wynn Hewards
GAMING BENEFITS	. —	7,000 tier credits	70,000 tier credits
Earn and redeem points for FREE CREDIT at Encore Boston Harbor and Wynn Las Vegas	х	x	x
Earn COMPDOLLARS for playing slots and table games at Encore Boston Harbor	x	×	×
Tiered earning multipliers for select drawings and sweepstakes	x	×	X
Invitation-only access to select events, tournaments and promotions	x	×	×
Priority slot service		X	X
Priority access for gift and event entry		×	×
Personal Marketing Executive			x
No-fee check cashing			x

HOW TO EARN POINTS

Points are earned when you play slots, video poker and table games.

- Slots: Earn 1 point for every \$5 coin in
- Video Poker: Earn 1 point for every \$10 or \$20 coin in (based on game)
- Table Games: Based on average bet, time played and games played

Boston deserves the *best*









CITYTHON 5K (Nov. 11)













PIE IN THE SKY (Nov. 25)



















THANKSGIVING MEAL PREPARATION AND SERVING (Nov. 27)















PACKED 83,000 MEALS FOR LOCAL FOOD BANKS (Dec. 3) Encore-













DONATED TOYS TO CHILDREN IN NEED (Dec. 17)





















Donated **6,625** community services hours



Hosted 83 volunteer events in communities



Donated \$2.5M to local charitable organizations



Partnered with 133 local non-profit organizations





QUESTIONS?



