



Quarterly Report Q2 2024

August 15, 2024
Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q2 2024

Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
April	26,917,685.88	\$33,972,239.35	\$60,889,925.23	\$15,222,481.31
May	\$25,396,391.15	\$35,779,120.75	\$61,175,511.90	\$15,293,877.98
June	\$25,463,803.93	\$34,908,950.54	\$60,372,754.47	\$15,093,188.62
Total	\$77,777,880.96	\$104,660,310.64	\$182,438,191.60	\$45,609,547.91

Gaming Revenue & Taxes: Year-Over-Year

Year	Quarter	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
2023	Q1	\$87,548,447.43	\$103,225,625.66	\$190,774,073.09	\$47,693,518.27
	Q2	\$86,482,473.05	\$105,539,308.38	\$192,021,781.43	\$48,005,445.37
	Q3	\$78,245,849.05	\$104,171,489.84	\$182,417,338.89	\$45,604,334.73
	Q4	\$85,668,257.66	\$103,956,403.95	\$189,624,661.61	\$47,406,165.41
	Total		\$337,945,027.19	\$416,892,827.83	\$754,837,855.02
2024	Q1	\$91,803,193.22	\$103,968,890.63	\$195,772,084.05	\$48,943,021.01
	Q2	\$77,777,880.96	\$104,660,310.64	\$182,438,191.60	\$45,609,547.91
	Q3				
	Q4				
	Total (to date)		\$169,581,074.18	\$208,629,201.27	\$378,210,275.65

Sports Wagering Revenue & Taxes: Q2 2024

Month	Monthly Win	State Retail Taxes Collected
April	\$161,126.00	\$22,237.00
May	\$554,632.00	\$81,132.00
June	\$158,205.63	\$21,985.00
Total	\$873,963.63	\$125,354.00

Lottery Sales: Q2 2024*

Month	Lottery Sales	% Change from 2023
April	\$567,355.00	2.5%
May	\$383,545.00	-12.2%
June	\$514,403.00	7.8%
Total	\$1,465,303.00	-0.1%

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

Lottery Sales: Year-Over-Year

Year	Quarter	Lottery Sales	% Change from Previous Year
2023	Q1	\$3,637,973.25	20.2%
	Q2	\$1,076,576.75	31.5%
	Q3	\$1,467,402.50	77.0%
	Q4	\$1,515,403.00	72.4%
	Total	\$1,461,016.50	31.4%
2024	Q1	\$1,585,745.25	47.3%
	Q2	\$1,465,303.00	-0.1%
	Q3		
	Q4		
	Total (to date)	\$3,051,048.25	

Workforce

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Workforce Composition

Sector	Goal	Q1 % ¹	Q1 Total # of Employees	Q2 % ²	Q2 Total # of Employees
Minority	40%	73%	2,128	73%	2,137
Veteran	3%	2%	73	2%	70
Women	50%	45%	1,569	45%	1,553
Local/Host/Surrounding Community Resident ³	75%	88%	3,089	89%	3,086
MA Residents	-	92%	3,193		3,192
Total Number of Employees⁴					
Full-time			2,424		2,413
Part-time			1,058		1,065
On-call			0		0

1 All Q1 figures are as of April 1, 2024. The total number of employees that did not specify their minority status during Q2 was 569.

2 All Q2 figures are as of July 25, 2024. The total number of employees that did not specify their minority status during Q2 was 563.

3 Local/Host/Surrounding Community Residents" include residents from communities within thirty (30) miles of Encore Boston Harbor.

4 Please note that an employee may fall into more than one sector (e.g.: minority and local) and, as such, totals may not be reflective of the sum of previous columns.

Workforce Composition: Employees Supervisory & Above

	Minority	Women	Veteran	Total Head Count (including non-minority employees)
ALL EMPLOYEES				
Number of Employees	2,137	1,553	70	3,478
% Actual	73%	45%	2%	
MANAGER AND ABOVE				
Number of Employees	78	80	10	195
% Actual	42%	41%	5%	
SUPERVISORS AND ABOVE				
Number of Employees	291	228	19	554
% Actual	58%	41%	3%	

Operating Spend

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Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q1 %	Q1 Spend	Q2 %	Q2 Spend
MBE Vendor Spend	8%	12%	\$2,554,774.66	10%	\$2,480,673.78
VBE Vendor Spend	3%	1%	\$113,290.99	0%	\$51,485.47
WBE Vendor Spend	14%	17%	\$3,572,192.25	10%	\$2,375,361.37
Total Diverse Spend	25%	30%	\$6,240,257.90	20%	\$4,907,520.62

¹ All spend figures referenced herein are based upon Encore Boston Harbor's Q2 discretionary spend amount of \$23,798,280.62.

Operating Spend: Local

Local Vendor Spend	Goal	Q1 %	Q1 \$	Q2 %	Q2 \$
Boston	\$20,000,000.00	14%	\$3,133,796.96	13%	\$3,124,094.64
Chelsea	\$2,500,000.00	2%	\$395,440.67	2%	\$430,428.46
Everett	\$10,000,000.00	12%	\$2,563,582.16	9%	\$2,160,085.73
Malden	\$10,000,000.00	1%	\$140,221.59	1%	\$169,259.70
Medford	\$10,000,000.00	1%	\$197,129.81	1%	\$251,223.36
Somerville	\$10,000,000.00	5%	\$1,019,712.19	4%	\$957,098.96
MA Vendor Spend	N/A	59%	\$12,357,812.76	46%	\$10,950,982.50

Compliance

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Compliance: Minors¹ Prevented from Gaming²

Month	Minors Intercepted on Gaming Floor and Prevented from Gaming	Minors Intercepted Gaming	Minors Intercepted at Slot Machines	Minors Intercepted at Table Games	Minors Intercepted Consuming Alcohol	Number of IDs NOT Checked that Resulted in Minor on Gaming Floor	Number of Fake IDs Provided by Minors that Resulted in Minor on Gaming Floor
April	3	1	0	1	0	2	2
May	3	0	0	0	0	1	2
June	5	3	3	0	3	4	4
Total	11	4	3	1	3	7	8

¹ A “minor” is defined as a person under 21 years of age, provided however, that the last column of the above specifically refers to persons under 18 years of age.

² Please note that no minors were intercepted or found to be engaged in any sports wagering during Q2.



- The average length of time spent by a minor on the casino floor was 1 hour, 35 minutes.
- The longest length of time spent by a minor on the casino floor was 2 minutes.
- The shortest length of time spent by a minor on the casino floor was 50 minutes.

Human Resources Initiatives

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In the Moment *Prize Drawing*

In the Moment *Prize Drawing*

FRIDAY, APRIL 5 | 12-12:30 P.M. | OUTSIDE LE STAFF CAFE

Featuring exciting prizes such as **Apple gift cards, cash, Salon & Spa** comp certificates, dinner at **Rare** and more. Continue the celebration all day with specialty churros in Le Staff Cafe—you do not want to miss this!

You do not need to be present to win.



1-on-1 Financial Planning Sessions



**401(k) OneDigital
1-on-1 Virtual
Sessions**

SIGN UP NOW!

Dates: April 23 – 25

Location: Via Zoom

(Personal phone or computer only)

Click or tap the banner to sign up and
RSVP for a 1-on-1 meeting with a
financial advisor!

Emotional Intelligence Leadership Training Sessions

- ❖ In April, leaders attended training sessions on emotional intelligence and how having a keen understanding of emotional intelligence will help better relate, support and collaborate with our peers and teams

TalentSmartEQ


Continuing ESOL Classes

- ❖ In partnership with Jewish Vocational Services, Encore Boston Harbor began its third ESOL program
- ❖ Students attend classes based on evaluations that place them in beginner, intermediate or advanced skill levels
- ❖ Classes run weekly, May through July, culminating in an on-site graduation attended by students, their leaders and their families



Asian American Pacific Islander Heritage Month

- ❖ During AAPI Month, Encore Boston Harbor honored the remarkable achievements of Asian American and Pacific Islander icons
- ❖ We celebrated their contributions and invited team members to deepen their understanding by watching our featured podcast on AAPI history and culture



Wynn
CELEBRATES


Asian American, Native Hawaiian,
& Pacific Islander Heritage Month

YO-YO MA

Yo-Yo is a cellist and songwriter of Chinese descent. He was a child prodigy performing from the age four and a half. He attended the Juilliard School and continued to excel throughout his adult life, producing more than 75 albums and winning 18 Grammy Awards.


He was the recipient of the Avery Fisher Prize in 1978 and in 1991 Harvard awarded him an honorary doctorate in music. He was also named a recipient of the Presidential Medal of Freedom.

In 1998 Yo-Yo founded the Silk Road Project, an arts organization that initially focused on exploring the cultural traditions along the Silk Road, an ancient trading route that linked China with the West. He was the first-ever creative consultant for the Chicago Symphony Orchestra 2010-2019.



Wynn
CELEBRATES

Asian American &
Pacific Islander Month



Scan to watch our Asian American & Pacific Islander Month Podcast

Allyship Awareness Month



Allyship

The actions, behaviors, and practices we take to support, amplify, and advocate with others, especially with individuals who don't belong to the same social identity groups as ourselves.

Allyship is a powerful driver of broader change—creating working environments where everyone can grow and thrive.

Encore
GOLF HARVEST
HYPOCAUST

SCAN TO LEARN MORE!

Pride Month

- ❖ For Pride Month, Encore Boston Harbor celebrated with an inspiring exhibit of LGBTQ+ icons, a themed bake sale featuring rainbow treats, and curated podcast recommendations. All proceeds from the bake sale were donated to LGBTQ+ charities.



Diversity and Inclusion Leadership Training

- ❖ Wynn Resorts is committed to creating a diverse and inclusive culture and environment where all people are valued and welcomed. This commitment is embodied in our Core Behavior to Care About Everyone and Everything
- ❖ To support a culture where every employee feels seen, heard, and welcomed, it's critical that these practices are embraced by our leaders. Managers have the greatest impact on our employees, and therefore our culture, so we worked with the Simmons Group to create a new Diversity and Inclusion training to improve the knowledge, skills and understanding of our leaders



Employee Engagement Survey



- ❖ The Annual Employee Engagement Survey ran from June 5 to 19
- ❖ The kickoff event was held on June 5th encouraging employees to take the survey in the HOH and enjoy a refreshing mocktail
- ❖ 12 events were held over 3 days where any team member who completed their engagement survey had a chance to win a prize
- ❖ Training room 1 was available for employees to take the survey, iPad stations were set up in the back of house, and additional iPads were stationed in several departments to accommodate participation

5 Year Anniversary Celebration



Promotions, Marketing, Special Events & Volunteerism

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Community Relations Highlights: Q2 2024



❖ Volunteer Hours

Employees volunteered more than 1,200 hours of their time serving organizations such as Camp Harbor View, Bread of Life, the Green Streets Initiative, and BARCC.

❖ Hygiene Supply Drive

Employees donated more than 645 hygiene supplies for those aided at Casa Myrna.

❖ Pride Month Bake Sale

Employees raised \$1,328 (\$2,656 with company match) during the Pride Month Bake Sale with proceeds going to Bagly Inc., a youth-led, adult-supported, social support organization committed to social justice, creating, sustaining and advocating for programs, policies and services for the LGBTQ+ youth community.

❖ Alarm Clock Donation

The Company donated nearly \$38,000 worth of digital alarm clocks to Catie's Closet and Pine Street Inn to be used towards their shelters and be distributed to those in need in the Boston area.

TRU Contributions: Q2 2024

Charitable Organization	Dollar Amount	Number of Tickets
Animal Rescue League of Boston	\$13,664.78	60,454
Big Sister Association of Greater Boston	\$6,235.42	42,816
New England Center and Home for Veterans	\$10,487.37	53,024
South Cove Manor at Quincy Point Rehab Center	\$5,525.71	40,410
Total	\$35, 913.28	196,704

WynnBET Wind-Down Update

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WynnBET Cessation Timeline

February
12, 2024

- Stopped wagering/deposits/account creation
- Began process of settling futures at FMV
- Began process of notifications to vendors and public in *Boston Globe*

February
23, 2024

- Obligations to MGC satisfied by WynnBET and license expired

March 12,
2024

- Accounts made inaccessible and checks mailed for unclaimed account balances

June 13,
2024

- Data retained for legal/regulatory purposes and hardware decommissioned and removed

Ongoing

- Due diligence and unclaimed funds (e.g., returned or uncashed checks)

The background features a repeating pattern of stylized floral elements. On the right side, there are large, bright yellow flowers with a detailed grid-like texture on their petals. On the left side, there are smaller, light grey flowers and leaves, also with a grid-like texture. The central text 'Questions?' is written in a white, serif font, positioned over the dark brown background.

Questions?