



Quarterly Report Q2 2025

August 14, 2025
Massachusetts Gaming Commission

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Gaming Revenue, Taxes & Lottery Sales

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Gaming Revenue & Taxes: Q2 2025

Month	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
April	\$26,901,288.92	\$36,571,741.07	\$63,473,029.99	\$15,868,257.50
May	\$25,137,619.04	\$38,166,023.89	\$63,303,642.93	\$15,825,910.73
June	\$24,726,130.99	\$35,519,222.25	\$60,245,353.24	\$15,061,338.31
Total	\$76,765,038.95	\$110,256,987.21	\$187,022,026.16	\$46,755,506.54

Gaming Revenue & Taxes: Year-Over-Year

Year	Quarter	Table Games GGR	Slots GGR	Total GGR	State Taxes Collected
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	\$79,846,301.53	\$104,247,558.45	\$184,093,859.98	\$46,023,465.00
	Q4	\$79,108,817.38	\$106,735,301.00	\$185,844,118.20	\$ 46,461,029.54
	Total	\$328,536,193.09	\$419,612,060.72	\$748,148,253.8	\$187,037,063.46
2025	Q1	\$77,646,987.06	\$106,086,032.96	\$183,733,020.02	\$45,933,255.01
	Q	\$76,765,038.95	\$110,256,987.21	\$187,022,026.16	\$46,755,506.54
	Q3				
	Q4				
	Total (to date)	\$154,412,026.01	\$216,343,020.17	\$370,755,046.18	\$92,688,761.55

Sports Wagering Revenue & Taxes: Q2 2025

Month	Monthly Win	State Retail Taxes Collected
April	\$384,916.00	\$55,879.00
May	\$558,397.00	\$81,888.00
June	\$181,087.00	\$25,709.00
Total	\$1,124,400.00	\$163,476.00

Lottery Sales: Q2 2025*

Month	Lottery Sales	% Change from 2024
April	\$307,705.00	-45.8%
May	\$319,221.00	-16.8%
June	\$248,652.00	-51.7%
Total	\$875,578.00	-40.2%

*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
2024	Q1	\$1,585,745.25	47.3%
	Q2	\$1,465,303.00	-0.1%
	Q3	\$949,657.50	-37.3%
	Q4	\$986,113.00	-32.5%
	Total	\$4,986,818.75	-9.7%
2025	Q1	\$1,027,647.50	-35.2%
	Q2	\$875,578.00	-40.2%
	Q3		
	Q4		
	Total	\$1,903,225.50	

Workforce

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Workforce Composition

Sector	Goal	Q1 % ¹	Q1 Total # of Employees	Q2 % ²	Q2 Total # of Employees
Minority	40%	74%	2,137	74%	2,073
Veteran	3%	2%	67	2%	67
Women	50%	45%	1,536	45%	1,487
Local/Host/Surrounding Community Resident ³	75%	89%	3,048	89%	2,934
MA Residents	-	92%	3,153	92%	3,038
Total Number of Employees ⁴			3,419		3,299
Full-time			2,394		2,327
Part-time			1,025		972
On-call			0		0

1 All Q1 figures are as of April 1, 2025. The total number of employees that did not specify a minority status during Q1 was 531.

2 All Q2 figures are as of July 1, 2025. The total number of employees that did not specify a minority status during Q2 was 512.

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	2,073	1,487	67	3,299
% Actual	74%	45%	2%	
MANAGER AND ABOVE				
Number of Employees	79	81	10	202
% Actual	41%	40%	5%	
SUPERVISORS AND ABOVE				
Number of Employees	296	230	16	555
% Actual	59%	41%	3%	

Operating Spend



Operating Spend¹: Diversity

Diversity Category	Annual Goal	Q1 %	Q1 Spend	Q2 %	Q2 Spend
MBE Vendor Spend	8%	11%	\$2,200,395.09	13%	\$2,453,590.78
VBE Vendor Spend	3%	0%	\$49,791.50	0%	\$23,994.37
WBE Vendor Spend	14%	18%	\$3,642,371.19	22%	\$4,058,258.26
Total Diverse Spend	25%	29%	\$5,892,557.78	35%	\$6,535,843.41

¹ All spend figures referenced herein are based upon Encore Boston Harbor's Q2 discretionary spend amount of \$18,392,421.04.

Operating Spend: Local

Local Vendor Spend	Goal	Q1 %	Q1 \$	Q2 %	Q2 \$
Boston	\$20,000,000.00	16%	\$3,181,764.66	14%	\$2,652,995.29
Chelsea	\$2,500,000.00	2%	\$417,744.32	2%	\$368,179.75
Everett	\$10,000,000.00	10%	\$2,037,222.02	11%	\$2,074,839.63
Malden	\$10,000,000.00	1%	\$128,455.14	1%	\$97,378.58
Medford	\$10,000,000.00	2%	\$440,125.01	13%	\$314,244.85
Somerville	\$10,000,000.00	5%	\$944,592.02	4%	\$826,142.91
MA Vendor Spend	N/A	57%	\$11,451,079.68	59%	\$10,922,467.71

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	Number of Minors on Gaming Floor Under 18 Years of Age
April	0	3	2	3	1	0	2	0
May	0	3	0	3	1	0	1	0
June	0	0	0	0	0	0	0	0
Total	0	6	2	6	2	0	3	0

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 2 hours, 35 minutes.
- The longest length of time spent by a minor on the casino floor was 4 hours, 34 minutes.
- The shortest length of time spent by a minor on the casino floor was 22 minutes.

Human Resources Initiatives

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Over 70 employees participated in “Coffee Talk with Jenny” in April and May.



Health & Wellness Fair

A Health & Wellness Fair was held at Heart of House in May. Vendors such as UMR, Cragin & Pike, EyeMed and many others answered employee questions and offered information. Mini-massages were offered and the Culture & Communications Team handed out "Juice Boost," created by our Le Staff Team.



The Annual Employee Engagement Survey

The Annual Employee Engagement Survey kicked off on June 4. Employees who took the survey during the kick-off event times were entered into a raffle to win prizes. Employees had the option to take their survey on their phones or on iPads on property.



6 Year Anniversary

Encore Boston Harbor celebrated its 6th anniversary on June 23rd. We conducted a live raffle HOH for all active employees and winners were drawn live for prizes like gift cards, Patagonia bags, Celtics bags and more. We also celebrated with special treats in Le Staff Cafe made by our amazing Pastry Team.



Climb Graduation

The 10 Climb participants created a presentation for the Senior Executive Team showcasing their innovative ideas for their respected areas of business based off of the curriculum they had learned.

Following the presentations, a graduation and private dinner celebration was held at Rare Steakhouse where they received their Certificate of Completion.



Promotions, Marketing, Special Events & Volunteerism

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\$100,000 Vegas Takeoff Giveaway



Community Relations Highlights



Q2 Volunteer Hours

- Employees volunteered 3,512 hours of their personal time serving organizations such as Bottomline, Mass Fallen Heroes, and the Mystic River Watershed Association.

Bottomline Care Packages

- Employees successfully organized and executed the first-ever care package event, assembling and distributing 120 thoughtfully curated packages to support college students during finals week.

Earth Day Park Cleanup

- Employees assisted in cleaning up a local park in Somerville in partnership with the Mystic River Watershed Association and prevented hundreds of trash items from polluting the river and harming the local ecosystem

Flags for the Fallen

- Employees joined Mass Fallen Heroes at the start of Patriot Week in May to honor and remember the sacrifices of fallen service members. They participated in a flag-planting ceremony, helping place hundreds of American flags as a powerful symbol of courage, resilience, and remembrance.

TRU Contributions: Q2 2025

Charitable Organization	Dollar Amount	Number of Tickets
Animal Rescue League of Boston	\$8,086.14	33,563
Big Sister Association of Greater Boston, Inc.	\$3,550.85	22,607
New England Center and Home for Veterans	\$5,963.53	28,262
South Cove Manor at Quincy Point Rehab Center	\$3,138.04	21,266
Everett Citizens Foundation	\$6,126.00	43,199
Massachusetts Fallen Heroes	\$17,094.63	70,458
MSPCA-Angell	\$15,844.41	67,838
Wynn Resorts Foundation	\$4,154.05	31,126
Total	\$63,957.65	318,319



Questions?