# PICTOR CONCEPTION

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### Q4 2021 Report



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### Gaming Revenue and Taxes



Year	Quarter	Net Slot Revenue	State Taxes	Race Horse Taxes	Total Taxes
	Q1	\$27,540,704	\$11,016,281	\$2,478,663	\$13,494,944
	Q2	\$O	\$0	\$O	\$O
2020	Q3	\$27,857,923	\$11,143,169	\$2,507,213	\$13,650,382
	Q4	\$26,855,516	\$10,742,206	\$2,416,996	\$13,159,202
	Total	\$82,254,143	\$32,901,656	\$7,402,872	\$40,304,528
	Q1	\$31,572,862	\$12,629,145	\$2,841,558	\$15,470,703
	Q2	\$36,329,149	\$14,531,660	\$3,269,623	\$17,801,283
2021	Q3	\$37,682,927	\$15,073,171	\$3,391,463	\$18,464,634
	Q4	\$33,762,844	\$13,505,137	\$3,038,656	\$16,543,793
	Total	\$139,347.782	\$55,739,113	\$12,541,300	\$68,280,413





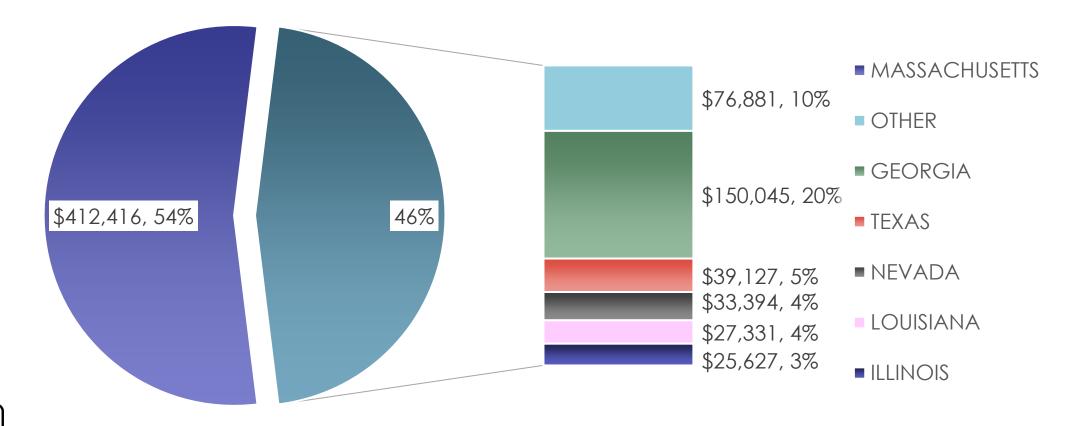
Quarter	2021	2020	\$ Difference	% Difference
Q1	\$458,540	\$715,250	(\$256,710)	-35.9%
Q2	\$578,739	\$0	\$578,739	100.0%
Q3	\$582,981	\$259,890	\$323,091	124.3%
Q4	\$503,875	\$354,201	\$149,674	42.3%
Total	\$2,12 <mark>4</mark> ,135	\$1,329,341	\$794,794	59.9%

- PPC currently has five instant ticket machines and four online terminals
- Prior to the casino opening the property had one instant ticket machine and two online machines



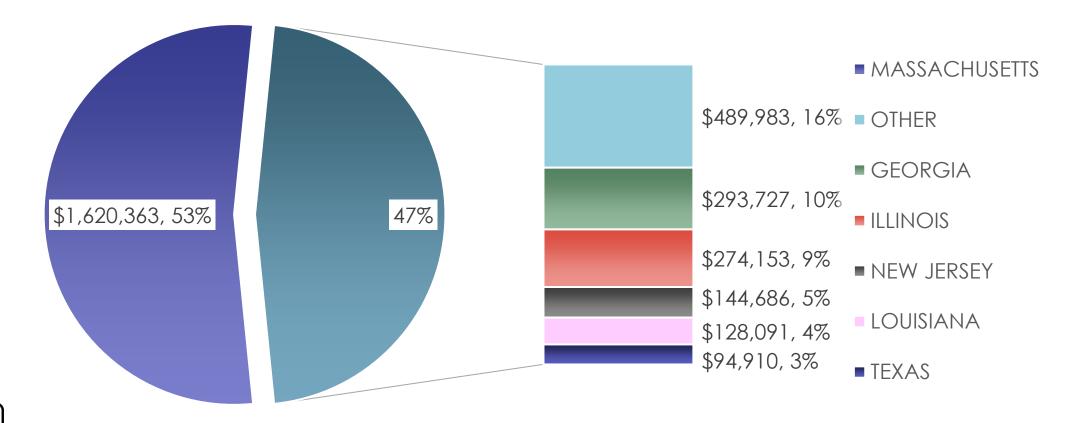


Q4 2021 Total Qualified Spend By State





2021 Total Qualified Spend By State





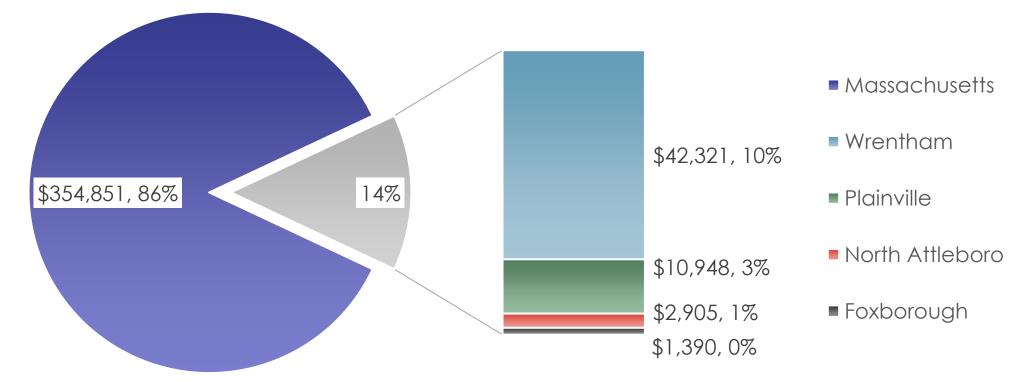
### Local Spend

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### Q4 2021 Massachusetts vs Host & Surrounding Community Qualified Spend



\$57,564 Total Community Spend

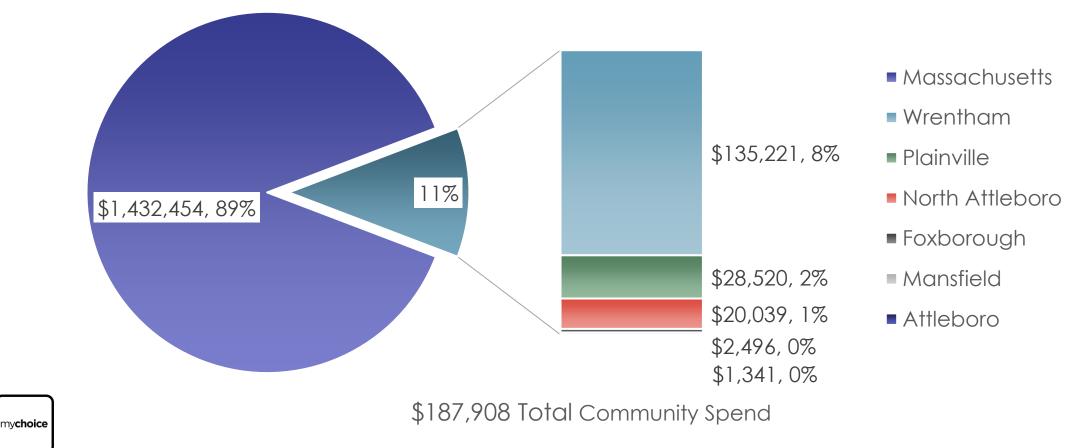
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### Local Spend

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### 2021 Massachusetts vs Host & Surrounding Community Qualified Spend



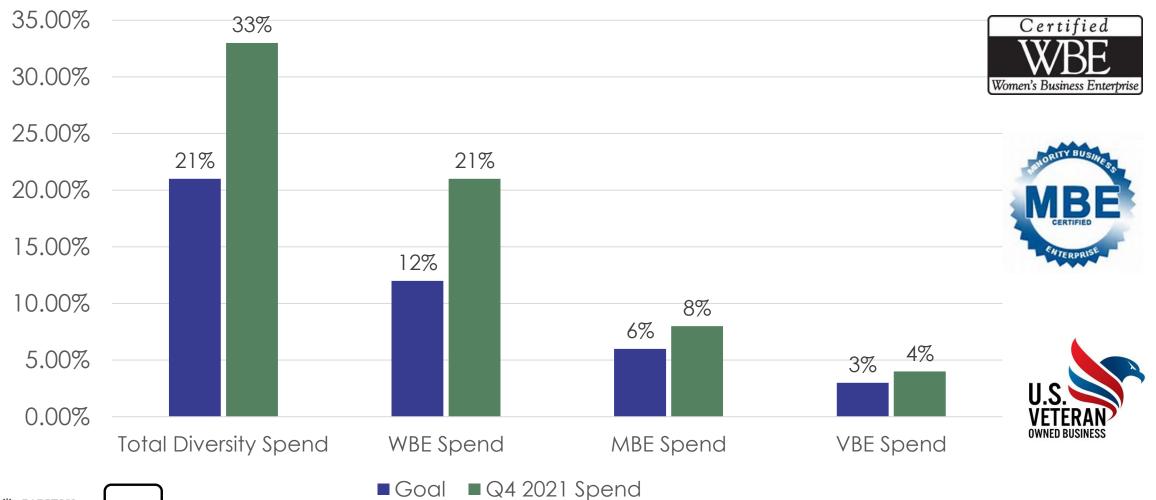
# **Vendor Diversity**

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### Q4 2021 vs. Goal

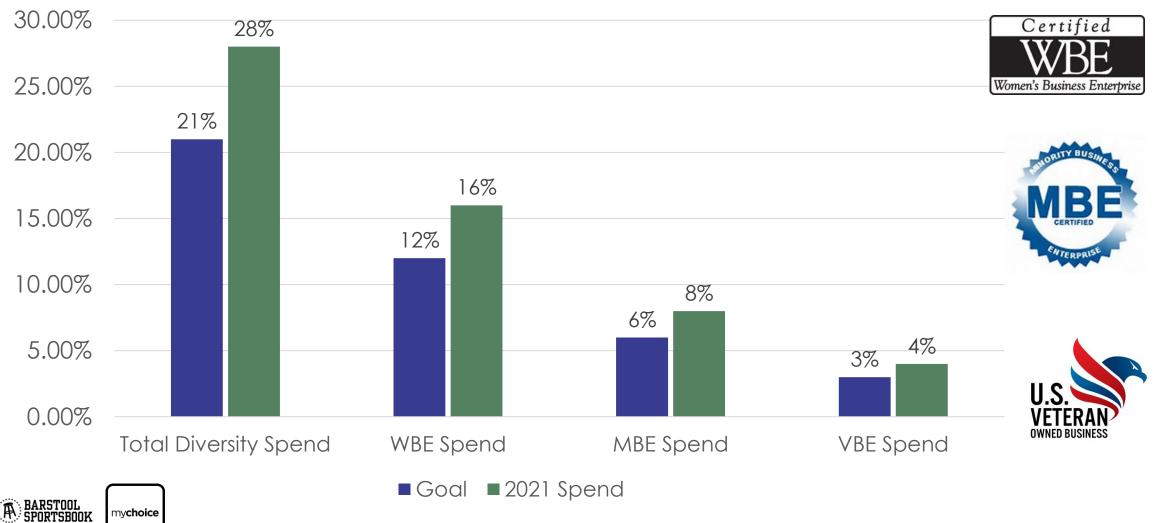


# **Vendor Diversity**

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### 2021 vs. Goal



# **Diverse Spend**



Category <sup>1</sup>	Q4 2021	Q3 2021	\$ Difference	% Difference
WBE	\$163,514	\$120,157	\$43,357	36.1%
MBE	\$60,960	\$72,682	(\$11,722)	-16.1%
VBE	\$29,274	\$51,084	(\$21,810)	-42.7%
Total Diverse Spend	\$253,7 <b>4</b> 8	\$243,923	\$9,825	4.0%
Qualified Spend	\$764,820	\$934,771	(\$169,951)	-18.2%

<sup>1</sup> Includes vendors that are certified in multiple diversity categories. Spend is reported in all qualified categories.



## Compliance



Month	Prevented from Entering Gaming Establishment		Expired, Invalid, No ID	Fake ID	Minors and Underage Escorted from the Gaming Area	Minors and Underage Gambling at Slot Machines	Minors and Underage Consuming Alcoholic Beverages	
	Total	<b>Minors</b> <sup>1</sup>	Underage <sup>2</sup>					
October	42	5	6	31	0	0	0	0
November	53	4	10	39	0	0	0	0
December	70	9	13	48	0	3	0	0
Total	165	18	29	118	0	3	0	0

<sup>1</sup> Person under 18 years of age <sup>2</sup> Person 18-21 years of age



# Employment<sup>1</sup>: All Employees<sup>2</sup>



Employee Category	Percentage Goal	Total # of Employees in Category	Q4-21 Actual Percentage of Total Employees	Q3-21 Actual Percentage of Total Employees
Diversity	15%	73	23 %	25 %
Veterans	2%	18	6 %	6 %
Women	50%	123	40 %	40 %
Local <sup>3</sup>	35%	102	33 %	31 %
MA Employees		200	64%	64%

<sup>1</sup> All employees referenced in this slide were current as of Q4 2021

<sup>2</sup> Total number of employees Q4 2021: 311

<sup>3</sup>Local includes Attleboro, Foxboro, Mansfield, North Attleboro, Plainville & Wrentham

			Employees	Full-Time	Part-Time	Seasonal
		Total	311	217	94	8
A BARSTOOL SPORTSBOOK	my <b>choice</b>	% of Total	100%	70%	28%	2%



# Employment<sup>1</sup>: Supervisor and Above<sup>2</sup>

Employee Category	Total # of Employees in Category	Actual Percentage of Total Employees	
Diversity	16	25 %	
Veterans	3	5 %	
Women	21	33 %	

<sup>1</sup> All employees referenced in this slide were current as of Q4 2021
<sup>2</sup> Total number of Supervisor and Above Q4 2021: 63



# PPC Cares: Community and Team



#### **Tito Boxes**

• ACS Making Strides Against Breast Cancer Walk

JR TITO TICKET AND/OR BOX TO HELP SUPPOI WW.BOSTONPEARLFOU

**#INTHISTOGETHE** 

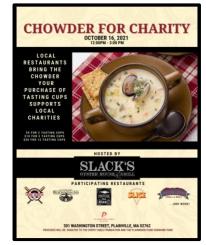
- ACS Real Men Wear Pink
- Boston Pearl Foundation
- Lenore's Pantry







### **Chowder for Charity**



#### **Flutie's Foundation**



### **Toys For Tots**



# **PPC Cares: Community and Team**



#### Welcome! Joe Wenzell & Charlie Ordille



We are happy to announce that Joe Wenzell, the Executive Director of Gaming Operations at Seneca Resorts & Casinos, will be assuming the role of VP Operations of Plainridge Park Casino. Joe is a competent and results-driven professional with over 25+ years of Casino Operations experience: 16 years of Upper and Executive Management, with emphasis on Slots and Technical Operations, as well as the opening of 10 casino properties throughout the United States. Joe has a proven background at multiple levels of Slots departmental operations, leadership, team building, planning, organizing and problem solving. He has maintained a strong record of achievement in utilizing the necessary skills and experience in Slots management and personnel motivation, to ensure streamlined operations, guest satisfaction, and increased profitability. We are excited to have Joe in this role.



We are also pleased to announce Charlie Ordille will assume the new position of Operations Manager. In this role Charlie will be responsible for managing staff and the overall daily management of Casino Operations providing oversight for the overall operation of Slots operations. Charlie has 37 years' experience in the casino industry between Atlantic City and Connecticut, 27 of those years being in casino management. Charlie is a United States Marine Corps veteran and most recently a Senior GameSense Advisor here at Plainridge Park Casino. Charlie also enjoys playing golf in his spare time and is an avid Philadelphia sports fan. GO BIRDS!

Please join us in welcoming Joe and Charlie into their new operations leadership roles at Plainridge Park Casino.





### Charlie Ordille











#### Johnson And Wales University



