



# Massachusetts Gaming Commission Sports Wagering Quarterly Report

3<sup>rd</sup> Quarter 2023

**Wynn**BET

# Sports Wagering Revenue, Taxes, & Handle

<b>2023</b>	<b>MONTH</b>	<b>TOTAL SW REVENUE</b>	<b>MA SW TAXES COLLECTED</b>	<b>HANDLE</b>
	January	\$0.00	\$0.00	\$0.00
	February	\$0.00	\$0.00	\$0.00
	March	\$2,101,186.65	\$411,068.93	\$18,336,370.45
<b>Q1</b>	<b>Totals</b>	<b>\$2,101,186.65</b>	<b>\$411,068.93</b>	<b>\$18,336,370.45</b>
	April	\$463,005.74	\$81,195.55	\$22,811,166.93
	May	\$1,050,743.23	\$201,942.25	\$16,412,297.43
	June	\$508,067.48	\$95,723.90	\$11,777,967.95
<b>Q2</b>	<b>Totals</b>	<b>\$2,021,816.45</b>	<b>\$378,861.70</b>	<b>\$51,001,432.31</b>
	July	\$728,393.47	\$141,148.29	\$9,061,119.44
	August	\$365,973.75	\$68,677.55	\$9,034,594.73
	September	\$868,385.59	\$166,749.92	\$13,854,350.69
<b>Q3</b>	<b>Totals</b>	<b>\$1,962,752.81</b>	<b>\$376,575.76</b>	<b>\$31,950,064.86</b>
<b>YTD</b>	<b>TOTALS</b>	<b>\$6,085,755.91</b>	<b>\$1,166,506.39</b>	<b>\$101,287,867.62</b>

# Workforce Diversity

# WSI Workforce Diversity

## Q1 2023

## Q2 2023

## Q3 2023

<b>GENDER</b>	<b>WSI EMPLOYEES</b>
Male	57%
Female	43%

<b>GENDER</b>	<b>WSI EMPLOYEES</b>
Male	59%
Female	41%

<b>GENDER</b>	<b>WSI EMPLOYEES</b>
Male	62%
Female	38%

<b>MINORITIES</b>	<b>WSI EMPLOYEES</b>
African American	21%
Hispanic/Latino	13%
Asian American	10%
Two or More	8%
Pacific Islander	2%
<b>TOTAL MINORITY WORKFORCE</b>	<b>54%</b>

<b>MINORITIES</b>	<b>WSI EMPLOYEES</b>
African American	21%
Hispanic/Latino	14%
Asian American	11%
Two or More	7.5%
Pacific Islander	2.5%
<b>TOTAL MINORITY WORKFORCE</b>	<b>56%</b>

<b>MINORITIES</b>	<b>WSI EMPLOYEES</b>
African American	17%
Hispanic/Latino	13%
Asian American	9%
Two or More	8%
Pacific Islander	3%
<b>TOTAL MINORITY WORKFORCE</b>	<b>50%</b>

# WSI Workforce Diversity

## Q1 2023

CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	% OF TOTAL WSI EMPLOYEES
Executive (Director and above)	8%	28%	0%	0%	12%
Manager/Supervisor	43%	50%	0%	0%	15%
Line Level	64%	44%	7%	0.7%	73%
<b>TOTALS</b>	<b>54%</b>	<b>43%</b>	<b>5%</b>	<b>0.5%</b>	<b>100%</b>

## Q2 2023

CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	% OF TOTAL WSI EMPLOYEES
Executive (Director and above)	8%	29%	0%	0%	13%
Manager/Supervisor	45%	36%	0%	0%	17%
Line Level	66%	45%	5%	0.8%	70%
<b>TOTALS</b>	<b>55%</b>	<b>41%</b>	<b>5%</b>	<b>0.5%</b>	<b>100%</b>

## Q3 2023

CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	% OF TOTAL WSI EMPLOYEES
Executive (Director and above)	9%	27%	0%	4.5%	13.5%
Manager/Supervisor	47%	30%	0%	0%	18.5%
Line Level	65%	42%	6%	0%	68%
<b>TOTALS</b>	<b>54%</b>	<b>38%</b>	<b>4%</b>	<b>0.6%</b>	<b>100%</b>

# WSI Workforce Diversity

## Diversity Goals / Plans

From Q1 2023 to Q3 2023, WynnBET's workforce percentages have decreased slightly. This can be attributed to natural attrition as well as the company's re-evaluation of its business offerings across all jurisdictions. WynnBET's executive team continues to consist of a high percentage of female leaders. This representation extends throughout the majority of the business units within WSI - including legal, compliance, product, customer service and finance.

WynnBET has been dedicated to recruiting, hiring, promoting, and retaining diverse talent across all levels in the company. Initiatives in 2023 have included:

- Target broad socioeconomic categories using job boards with varied reach to ensure a diverse candidate pool for every open role.
- Meet with employees as part of our career pathing program to identify career aspirations and align that with available opportunities throughout the company within a formalized program called WynnBET Academy.
- WynnBET Academy programs:
  - Provide upskilling curriculum available to all employees.
  - Thoughtful portfolio of programs to ensure successful upward mobility within the company: Talent Exchange (interdepartmental shadowing), Emerging Leaders (growing front-line employees into next generation of leadership), and New Leader Onboarding (upskilling for new managers who have never managed direct reports).
- Continuous improvement and personal growth is at the core of all company programs.

# Vendors



# Vendors

2023

<b>DIVERSITY CERTIFICATION</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>
MBE	3%	31%	6%
VBE	4%	69%	6%
WBE	93%	0%	88%
<b>TOTAL DIVERSITY SPEND IN MA</b>	<b>13.5%</b>	<b>0.37%</b>	<b>2.86%</b>
<b>TOTAL DIVERSITY SPEND</b>	<b>0.39%</b>	<b>0.29%</b>	<b>0.23%</b>

# Vendors

## Diversity Goals / Plans

As of the end of Q3, WynnBET has spent 2.6% with WBEs, 0.26% with VBEs, and 0.18% with MBEs. There was a large purchase with a WBE that occurred in Q1 which carried all the way through to the end of Q2. An additional order with the same WBE was placed in Q3.

Unfortunately, a significant number of our vendors have opted not to provide us with their diversity certification information. Despite this, WynnBET remains dedicated to contracting with diverse vendors.

# Compliance

# Minors/Underage Access

## Q1 2023

## Q2 2023

## Q3 2023

MONTH	FOUND SW OR ATTEMPTING TO SW ON A SW PLATFORM
January	N/A
February	N/A
March	0
<b>TOTALS</b>	<b>0</b>

MONTH	FOUND SW OR ATTEMPTING TO SW ON A SW PLATFORM
April	0
May	0
June	0
<b>TOTALS</b>	<b>0</b>

MONTH	FOUND SW OR ATTEMPTING TO SW ON A SW PLATFORM
July	0
August	0
September	0
<b>TOTALS</b>	<b>0</b>

# Responsible Gaming

# Responsible Gaming

## VSE Enrollees

### Q1 2023

MONTH	VSE ENROLLEES
January	N/A
February	5
March	32
<b>TOTALS</b>	<b>37</b>

### Q2 2023

MONTH	VSE ENROLLEES
April	41
May	20
June	16
<b>TOTALS</b>	<b>77</b>

### Q3 2023

MONTH	VSE ENROLLEES
July	60
August	115
September	77
<b>TOTALS</b>	<b>252</b>

# Lottery

# Lottery

WynnBET and its sister property, Encore Boston Harbor, support the Massachusetts State Lottery, and aim to make sure the Lottery is not negatively impacted by sports wagering within the Commonwealth.



# Community Outreach & Charitable Impacts

# Community Outreach & Charitable Impacts

All WynnBET employees are invited to participate and contribute to Wynn Resorts, Limited community engagements.

WynnBET employees have volunteered their time and made charitable donations, the majority of which are Nevada centric.

The image features the WynnBET logo centered on a dark blue background. The logo consists of the word "Wynn" in a bold, italicized, yellow font, followed by "BET" in a bold, italicized, white font. Surrounding the logo are faint, golden-yellow line-art illustrations of sports equipment: a baseball in the top left, a football in the bottom left, and a basketball in the right side.

**WynnBET**