



RHODE ISLAND LOTTERY

FISCAL YEAR 2021 SALES REVIEW
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2020



Rhode Island Lottery

Fiscal Year 2021 Sales Review

For the Three Months Ended
September 30, 2020

TABLE OF CONTENTS

Game Summary and Highlights.....	1
Payments to the State’s General Fund.....	6
Sales Reports	
Rhode Island Lottery Sales	8
Traditional Lottery Games	10
Monitor Games	13
iLottery.....	15
Video Lottery.....	17
Table Games	20
Sports Book	23

Rhode Island Lottery
Financial Update
Game Summary and Highlights
For the Three Months Ended September 30, 2020

The Lottery's fiscal year 2020 revenues were materially affected by the global COVID-19 pandemic. Closure of the State's two licensed casinos, many Lottery retailers, restaurants and bars, the canceling and elimination of professional and college sporting events, and stay at home regulations had a significant impact on revenues for all Lottery lines of business, and have reduced expected revenues in the new fiscal year beginning July 1, 2020.

Daily Numbers Game:

Sales for the Numbers Game for this period of fiscal year 2021 averaged \$463,804 per week. Total sales for the period were \$6,095,709 an increase of 7.56% over fiscal year 2020. Players can wager on 2, 3, or 4 digits. Wagers on 3 and 4 digits can be played in exact or any order. Players can select their own numbers or utilize the computer "quick pick." The Daily Numbers drawing is held twice a day, a midday draw and an evening draw. Midday drawings take place daily at 1:30 p.m. and are not televised, but can be viewed on the Rhode Island Lottery website. Televised evening drawings are shown nightly at 7:29 p.m. When playing the Daily Numbers game, players have the opportunity to participate in the Instant Match game which gives the player an immediate chance to win up to \$500, with no dependence on the player's outcome on the Daily Numbers drawing. Instant Match sales equal 1.55% of Daily Number draw sales for the period of July 1st through September 30th.

Keno:

For the three months ended September 30, 2020, Keno sales averaged \$1,359,689 per week. Total sales for this period were \$17,870,195 a decrease of 7.31% over the same period for fiscal year 2020. Keno Plus, a multiplier feature for Keno winnings, represents 31.06% of total Keno sales for this period. New games are drawn every 4 minutes Monday through Saturday 5:00 a.m. to 12:44 a.m. and Sunday 7:00 a.m. to 12:44 a.m. Keno is available at all Lottery Retailers, with most Keno Retailers equipped with a monitor that displays a new game every 4 minutes. Players can also watch games with Keno On the Go or check tickets using the Lottery mobile app. For an additional chance to win, Keno Overtime offers players an extra chance of winning higher prizes up to \$500,000. At the end of each Keno draw, the remaining 60 numbers will start to disappear from the screen until just 10 numbers remain. Keno Overtime represents 5.20% of total Keno sales for this period.

Bingo:

Bingo, a monitor game offering, began October 14, 2012. The game is played on a traditional Bingo style board, where players must make 1 of 8 patterns to win a prize. Drawings are held every eight minutes, and players can watch the drawings on a monitor if available at the retailer location or online. Sales for Bingo for the three months ended September 30th averaged \$22,280 per week and totaled \$292,829 a decrease of 3.07% over the same period for fiscal year 2020.

iLottery

iLottery mobile application launched at the end of April 2020. Current offerings include eInstant games and iKeno with plans of offering all Lottery on-line games in the future. For the three months ended September 30, 2020, eInstant sales averaged \$61,014 per week. Total sales for this period were \$801,902 iKeno sales averaged \$63,380 per week for the same period, with total sales of \$832,990 through September 30, 2020.

Instant Games:

Instant Ticket sales for the period of July 1st through September 30th for fiscal year 2021 have increased by 24.39% compared to the same period in fiscal year 2020. Weekly sales averaged \$2,420,225 and total sales for this period equaled \$31,808,675. Many instant ticket games offer second chance drawings and bonus prizes.

PowerBall®:

PowerBall® is a Multi-State Lottery Association game offered in forty-five states (including Rhode Island), plus the District of Columbia, Puerto Rico, and U.S. Virgin Islands. For \$2, players select “5 out of 69” numbers and a PowerBall® “1 out of 26.” Players can select their own numbers or utilize a computer “quick pick.” Jackpots start at \$40 million and grow by a minimum of \$10 million for each drawing not producing a jackpot winner. Televised drawings are shown on Wednesday and Saturday at 10:59 p.m. For an additional \$1, players can choose the PowerPlay® option to increase their non-jackpot prizes. PowerBall® sales through September 30, 2020 averaged \$303,855 per week. Total sales for this period were \$3,993,517, a decrease of 8.20% compared to sales for fiscal year 2020. In April 2020, due to the global COVID-19 pandemic, guaranteed starting jackpots and minimum jackpot increases were eliminated. Following the April 8, 2020 drawing, jackpots (annuities) will be based on game sales with no minimum fixed amount.

Mega Millions®:

MUSL participates as a member (or party) lottery of the Mega Millions® Product Group (a group of lotteries participating under an agreement between the Mega Millions® lotteries and MUSL to offer the Mega Millions® game within their State jurisdictions). Mega Millions® is offered in forty-five states, plus the District of Columbia, and the U.S. Virgin Islands. The Rhode Island Lottery participates as a member of MUSL, in the sale of tickets, payment of prizes, and associated activities related to the Mega Millions® lottery game. Players select “5 out of 70” numbers and a Mega Ball “1 out of 25.” Players can select their own numbers or utilize a computer “quick pick.” Jackpots start at \$40 million and grow by a minimum of \$5 million for each drawing not producing a jackpot winner. Drawings are held on Tuesday and Friday at 11:00 p.m. Megaplier®, which is a multiplier option for Mega Millions® winnings, allows players who choose this option on their Mega Millions® ticket to have the chance to increase their winnings by up to 5 times. The multiplier does not apply to a jackpot win. Mega Millions® sales for the period of July 1st through September 30th averaged \$174,159 per week. Total sales for this period were \$2,288,950. In April 2020, due to the global COVID-19 pandemic, guaranteed starting jackpots and minimum jackpot increases were eliminated. Following the April 3, 2020 drawing, jackpots (annuities) will be based on game sales with no minimum fixed amount.

Wild Money:

Wild Money is an traditional on-line game with a starting jackpot of \$20,000 that continues to grow until a player matches 5 numbers selected out of a field of 38. Televised drawings are shown nightly at 7:29 p.m. On July 12, 2020, Wild Money changed from three (3) drawings per week to a daily drawing. For the three months ended September 30th for fiscal year 2021, Wild Money sales averaged \$170,235 per week. Total sales for this period were \$2,237,371, an increase of 139.87% compared to the same period for fiscal year 2020. Similar to PowerBall[®] and Mega Millions[®], sales are jackpot driven.

Lucky for Life[®]:

Lucky for Life[®] is offered in twenty-six lotteries through the lottery's participation in the Multi-State Lottery Association. Players select "5 out of 48" numbers and a Lucky ball "1 out of 18" and have a chance to win \$1,000 a day for life as well as a second chance prize to win \$25,000 a year for life. Sales through September 30th were 1,172,510, averaging \$89,213 per week. Sales for this period decreased 5.73% compared to the same period for fiscal year 2020. Drawings are at 10:38 p.m. on Monday and Thursday and can be viewed on LuckyForLife.us.

Video Lottery:

Due to the COVID-19 pandemic, both Twin River Casino Hotel and Tiverton Casino Hotel were closed on March 14, 2020, thereby suspending all video lottery gaming until June 8, 2020, when the casinos were reopened, at a limited capacity, per State guidelines. Video lottery games are generally operated through 5,073 video lottery terminals (VLTs), as of September 30, 2020, there were 2,828 VLT's in operation, effectively using less than 56% of the available terminals. Average net terminal income per VLT per day was \$311. Net terminal income for this period averaged \$6,094,601 per week and totaled \$80,100,467, a decrease of 33.88% over fiscal year 2020. Net terminal income by facility for this period totaled \$60,713,071 for Twin River and \$19,387,396 for Tiverton.

Table Games:

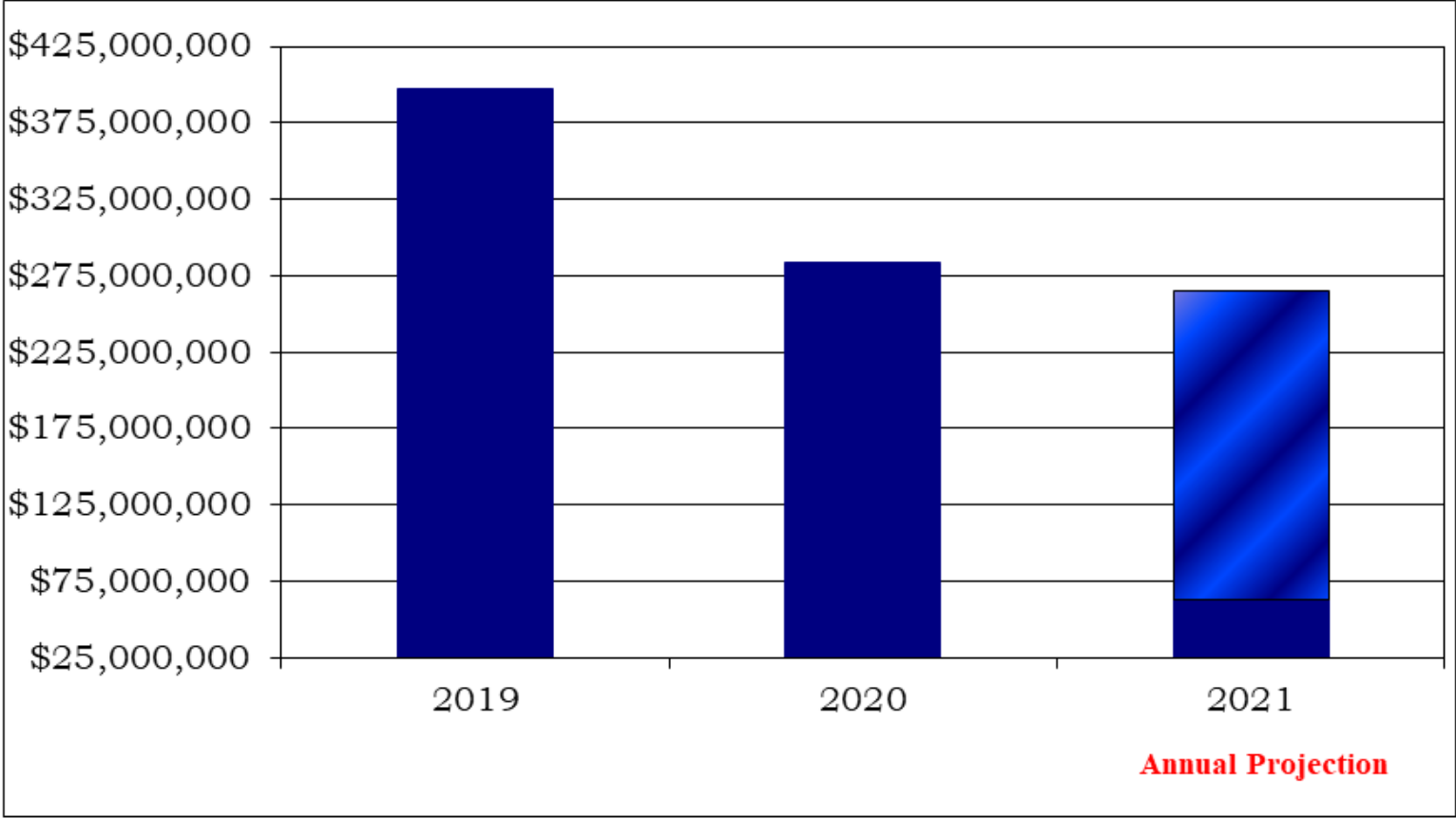
Due to the COVID-19 pandemic, both Twin River Casino Hotel and Tiverton Casino Hotel were closed on March 14, 2020, thereby suspending all table games activity until June 30, 2020 when the casinos were reopened, at a limited capacity, per State and Health Department guidelines. Table games are generally offered with 89 traditional tables, 23 poker tables and 36 stadium gaming (hybrid) tables at Twin River Casino Hotel; while, Tiverton Casino Hotel generally offers 32 traditional tables and 18 stadium gaming (hybrid) tables. As of September 30, 2020, 65 traditional tables and 36 stadium games (hybrid) tables were offered at Twin River, and 32 traditional tables and 8 stadium games (hybrid) tables were offered at Tiverton, with the poker room remaining closed. As of September 30, 2020, cumulative table game win averaged \$1,171,083 per week and totaled \$15,391,378. Of that table game win total, Twin River generated \$11,834,542 and Tiverton Casino Hotel generated \$3,556,836. The State of RI's 15.5% was \$2,385,664 before operating and administrative expenses. Table Games Win for this period decreased 47.42% over the same period for fiscal year 2020.

Sports Book:

Due to the COVID-19 pandemic, beginning on March 11, 2020, major sporting events were cancelled or postponed. Also on March 14, 2020, the on- premise Sports Book at both Twin River Casino Hotels were closed. Beginning on June 8, 2020, the casinos began a phased opening under State and Health Department guidelines. The two casinos reopened the on-premise Sports Books on July 22, 2020. As of September 30, 2020, Sports Book Revenue, before operating and allocable expenses totaled \$4,127,604. Sports Book Revenue by facility for this period totaled \$1,257,540 for Twin River, \$1,116,082 for Tiverton Casino, and \$1,753,982 for Online (Mobile).

Payments to the State's General Fund

Fiscal Years 2019 – 2021



FY 2021 transfers include amount for September 2020 as estimated and transferred to the general fund. Final September 2020 transfer balance to be determined upon completion of September 2020 financial statements due by October 29, 2020.

Payments to the State's General Fund

Fiscal Years 2019 - 2021

2019	397,320,920
2020	283,870,546
2021 *	<u>265,200,000</u>
Total	<u>\$ 946,391,466</u>

* Per May 2020 Revenue Estimating Conference

Rhode Island Lottery Sales

July - September

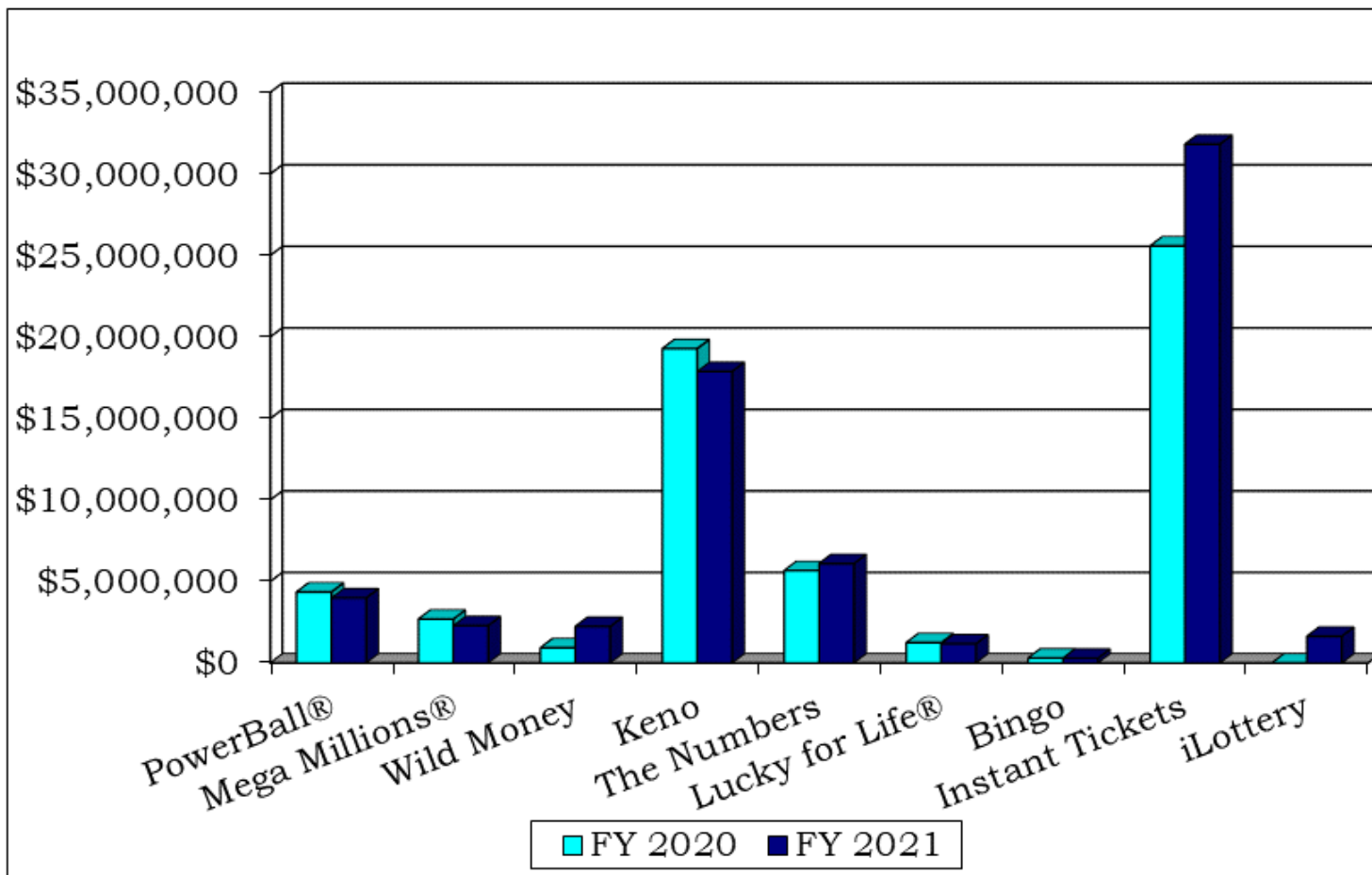
Fiscal Years 2020 vs. 2021

	PowerBall®		Mega Millions®		Wild Money		Keno	
	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>
July	\$ 1,553,884	\$ 1,333,557	\$ 903,340	\$ 853,309	\$ 407,669	\$ 917,915	\$ 6,256,582	\$ 5,925,986
August	1,550,526	1,387,754	834,849	655,388	292,194	513,376	6,719,680	5,935,134
September	1,245,752	1,272,206	952,840	780,253	232,881	806,080	6,302,393	6,009,075
	<u>\$ 4,350,162</u>	<u>\$ 3,993,517</u>	<u>\$ 2,691,029</u>	<u>\$ 2,288,950</u>	<u>\$ 932,744</u>	<u>\$ 2,237,371</u>	<u>\$ 19,278,655</u>	<u>\$ 17,870,195</u>

	The Numbers		Lucky for Life®		Instants		Bingo	
	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>
July	\$ 1,894,223	\$ 2,135,441	\$ 414,103	\$ 412,212	\$ 8,456,988	\$ 11,074,302	\$ 103,051	\$ 95,770
August	1,926,769	1,995,521	412,964	406,440	8,581,295	10,528,881	104,388	97,490
September	1,846,106	1,964,747	416,738	353,858	8,534,102	10,205,492	94,672	99,569
	<u>\$ 5,667,098</u>	<u>\$ 6,095,709</u>	<u>\$ 1,243,805</u>	<u>\$ 1,172,510</u>	<u>\$ 25,572,385</u>	<u>\$ 31,808,675</u>	<u>\$ 302,111</u>	<u>\$ 292,829</u>

	iLottery	
	<u>2020</u>	<u>2021</u>
July	\$ -	\$ 586,204
August	-	532,760
September	-	515,928
	<u>\$ -</u>	<u>\$ 1,634,892</u>

Rhode Island Lottery Sales*
 July - September
 Fiscal Years 2020 vs. 2021



*Video lottery, Table Games Revenue, and Sports Betting not included.

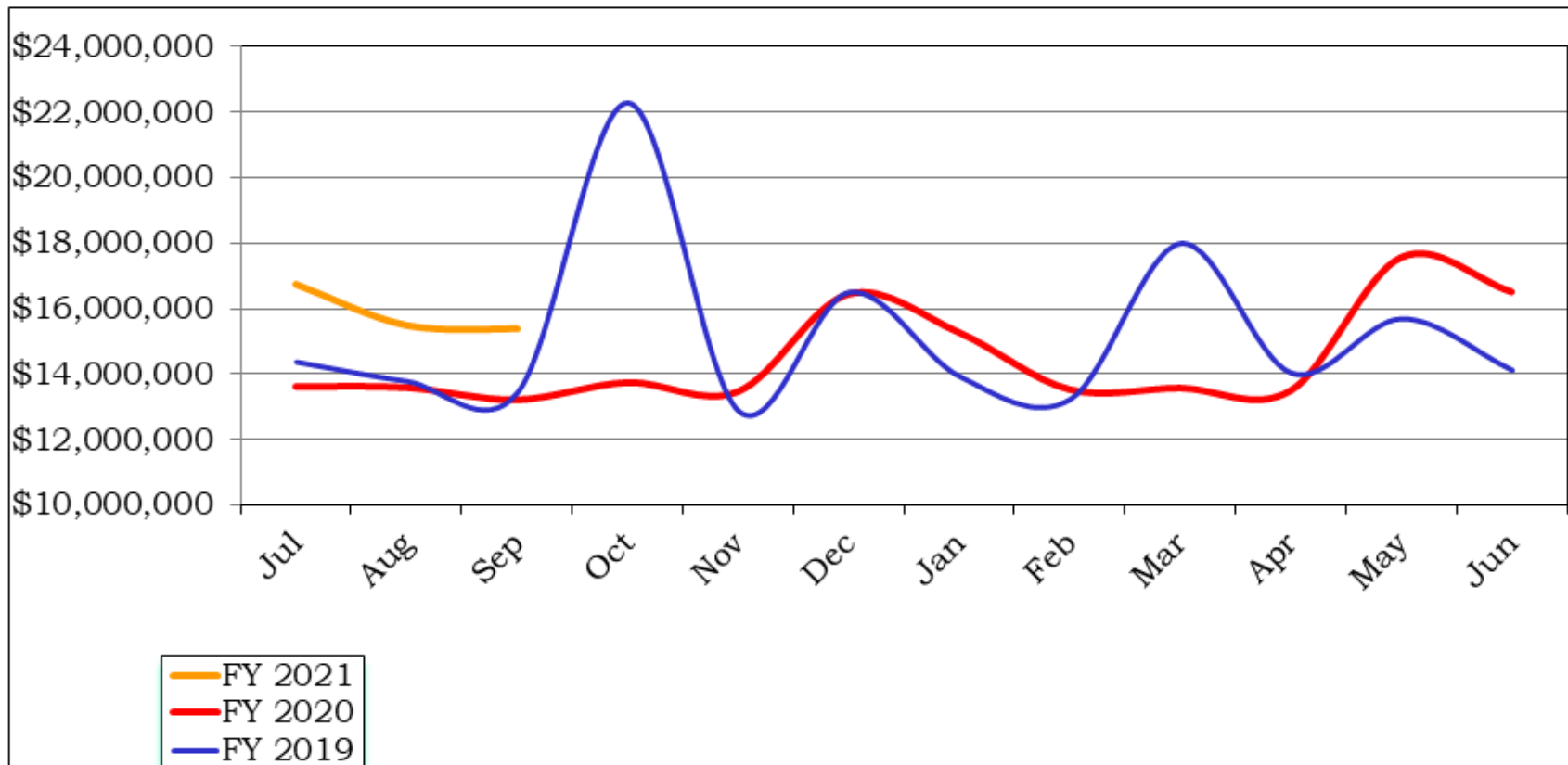


Fiscal Years 2019 - 2021
 Traditional Lottery Sales

	2019	2020	2021
July	\$ 14,368,489	\$ 13,630,207	\$ 16,726,736
August	13,775,240	13,598,597	15,487,360
September	13,440,349	13,228,419	15,382,636
	<u>\$ 41,584,078</u>	<u>\$ 40,457,223</u>	<u>\$ 47,596,732</u>



Fiscal Years 2019 – 2021 Traditional Lottery Sales



Rhode Island Lottery - Online Jackpots
FY 2018 - Present



Powerball®

Fiscal Year	Date	Amount (Millions)
2018	08/23/17	758.7
2018	09/16/17	133.2
2018	10/25/17	191.1
2018	01/06/18	559.7
2018	03/17/18	456.7
2018	05/19/18	315.3
2018	06/20/18	150.4
2019	08/11/18	245.6
2019	10/27/18	687.8
2019	12/26/18	298.3
2019	03/27/19	768.4
2019	06/01/19	344.6
2020	07/13/19	198.0
2020	08/17/19	148.0
2020	11/02/19	150.0
2020	01/29/20	396.9
2020	04/08/20	190.0
2020	06/03/20	135.0
2021	08/12/20	169.0



Mega Millions®

Fiscal Year	Date	Amount (Millions)
2018	08/11/17	393.0
2018	09/22/17	104.0
2018	01/05/18	450.0
2018	03/30/18	521.0
2018	05/04/18	143.0
2019	07/24/18	522.0
2019	10/23/18	1.6 Billion
2019	01/01/19	425.0
2019	03/01/19	267.0
2019	06/07/19	530.0
2020	07/23/19	168.0
2020	09/24/19	227.0
2020	12/17/19	372.0
2020	02/11/20	202.0
2020	06/09/20	410.0
2021	07/24/20	124.0
2021	09/15/20	119.0



Wild Money

Fiscal Year	Date	Amount
2018	07/04/17	156,259
2018	09/30/17	203,336
2018	11/09/17	105,540
2018	02/01/18	368,678
2018	03/20/18	148,519
2018	04/28/18	117,662
2019	08/02/18	148,915
2019	11/01/18	258,548
2019	04/09/19	155,591
2020	07/30/19	163,873
2020	11/02/19	127,650
2020	03/05/20	139,319
2020	05/02/20	170,184
2021	07/28/20	372,774
2021	09/26/20	308,747

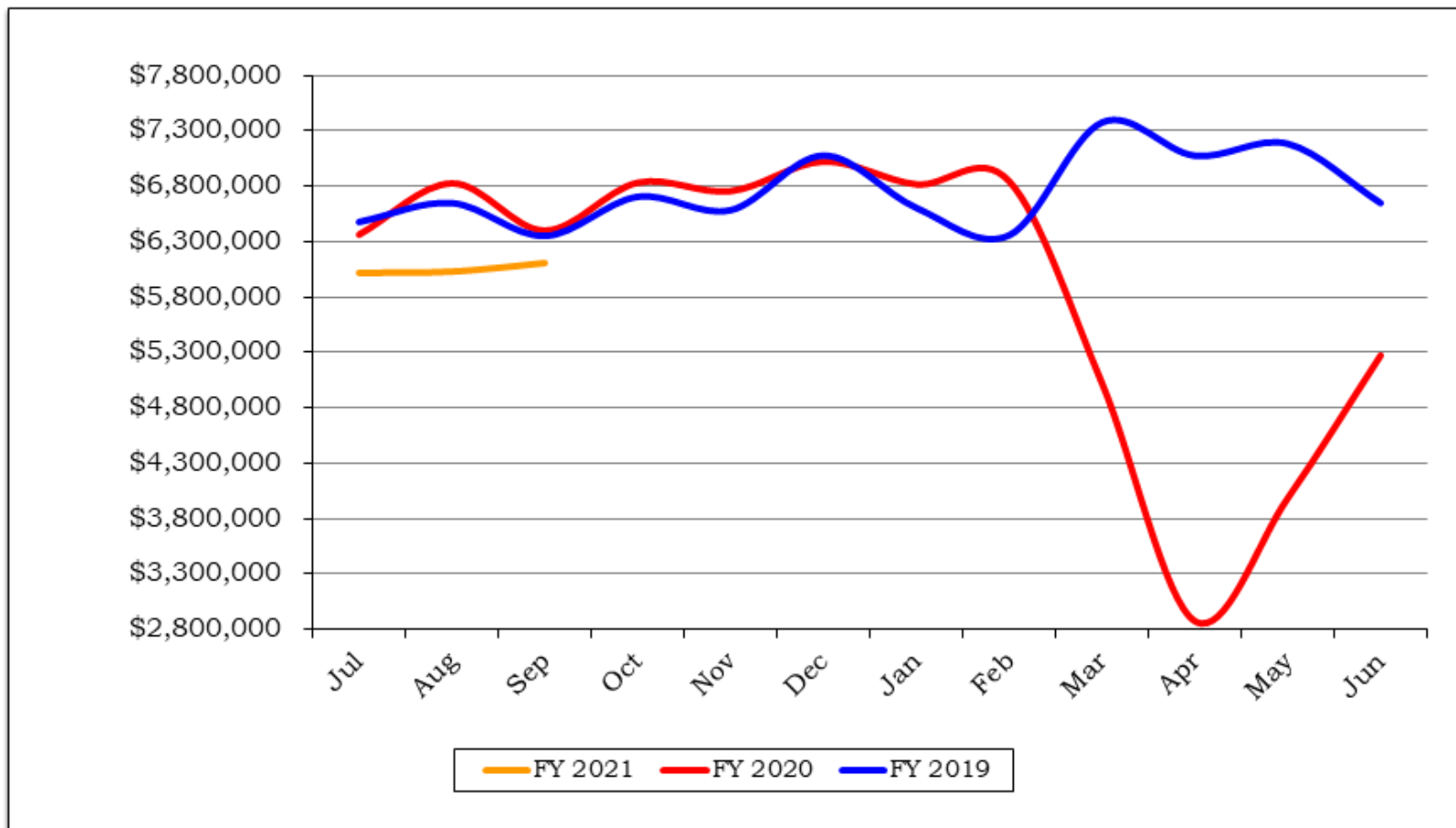


Fiscal Years 2019 - 2021
Monitor Games Sales

	2019	2020	2021
July	\$ 6,476,205	\$ 6,359,633	\$ 6,021,756
August	6,645,774	6,824,068	6,032,624
September	6,350,286	6,397,065	6,108,644
	<u>\$ 19,472,265</u>	<u>\$ 19,580,766</u>	<u>\$ 18,163,024</u>



Fiscal Years 2019 – 2021 Monitor Games Sales



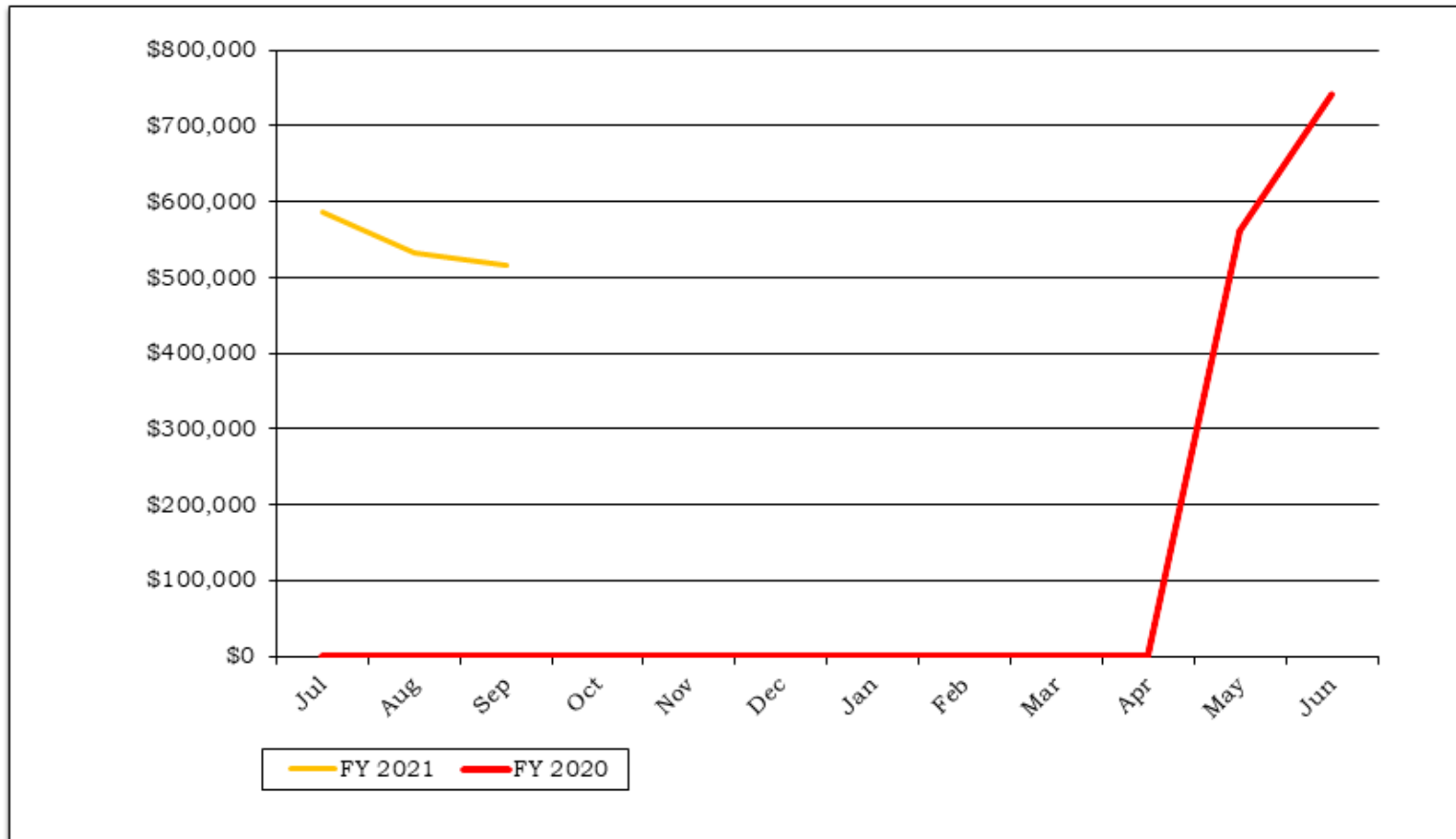


Fiscal Years 2020 - 2021
iLottery Sales

	2020	2021
July	\$ -	\$ 586,204
August	-	532,760
September	-	515,928
	<u>\$ -</u>	<u>\$ 1,634,892</u>



Rhode Island iLottery Sales Fiscal Years 2020 - 2021



***iLottery launched on April 30, 2020**



July - September

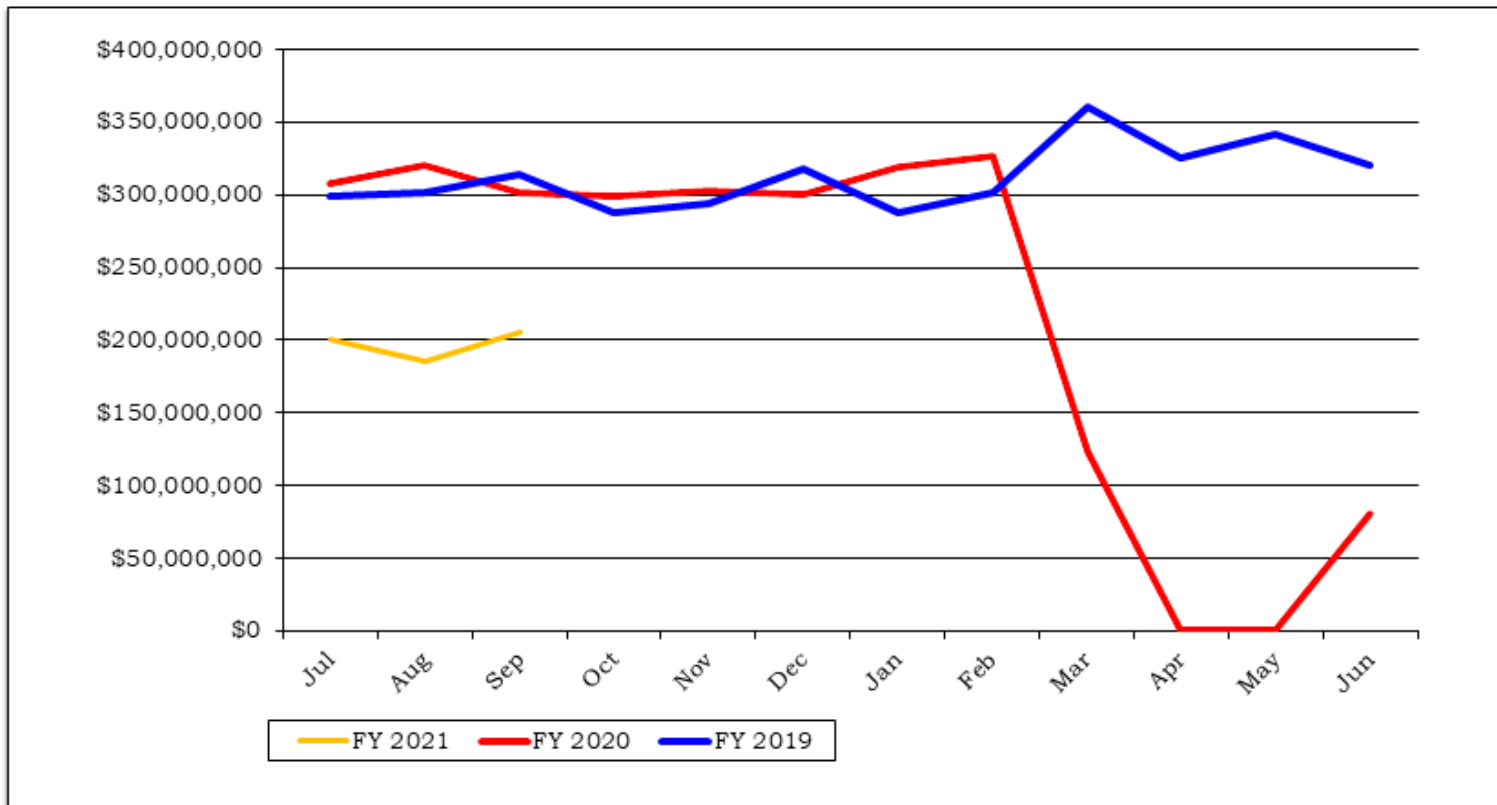
Fiscal Years 2019 - 2021

Video Lottery Cash In & Ticket In, Cash Out & Net Terminal Income

	2019			2020			2021		
	Cash In & Ticket In	Cash Out	Net Terminal Income	Cash In & Ticket In	Cash Out	Net Terminal Income	Cash In & Ticket In	Cash Out	Net Terminal Income
July	\$ 299,498,447	\$ 256,749,718	\$ 42,748,729	\$ 308,232,463	\$ 267,662,878	\$ 40,569,585	\$ 200,680,503	\$ 171,504,987	\$ 29,175,516
August	301,443,662	258,954,802	\$ 42,488,860	320,780,331	278,952,406	\$ 41,827,925	184,800,462	160,285,657	\$ 24,514,805
September	313,786,456	269,239,825	\$ 44,546,631	301,777,515	263,034,099	\$ 38,743,416	205,430,727	179,020,581	\$ 26,410,146
	<u>\$ 914,728,565</u>	<u>\$ 784,944,345</u>	<u>\$ 129,784,220</u>	<u>\$ 930,790,309</u>	<u>\$ 809,649,383</u>	<u>\$ 121,140,926</u>	<u>\$ 590,911,692</u>	<u>\$ 510,811,225</u>	<u>\$ 80,100,467</u>



Rhode Island Video Lottery Gross Revenue Fiscal Years 2019 – 2021

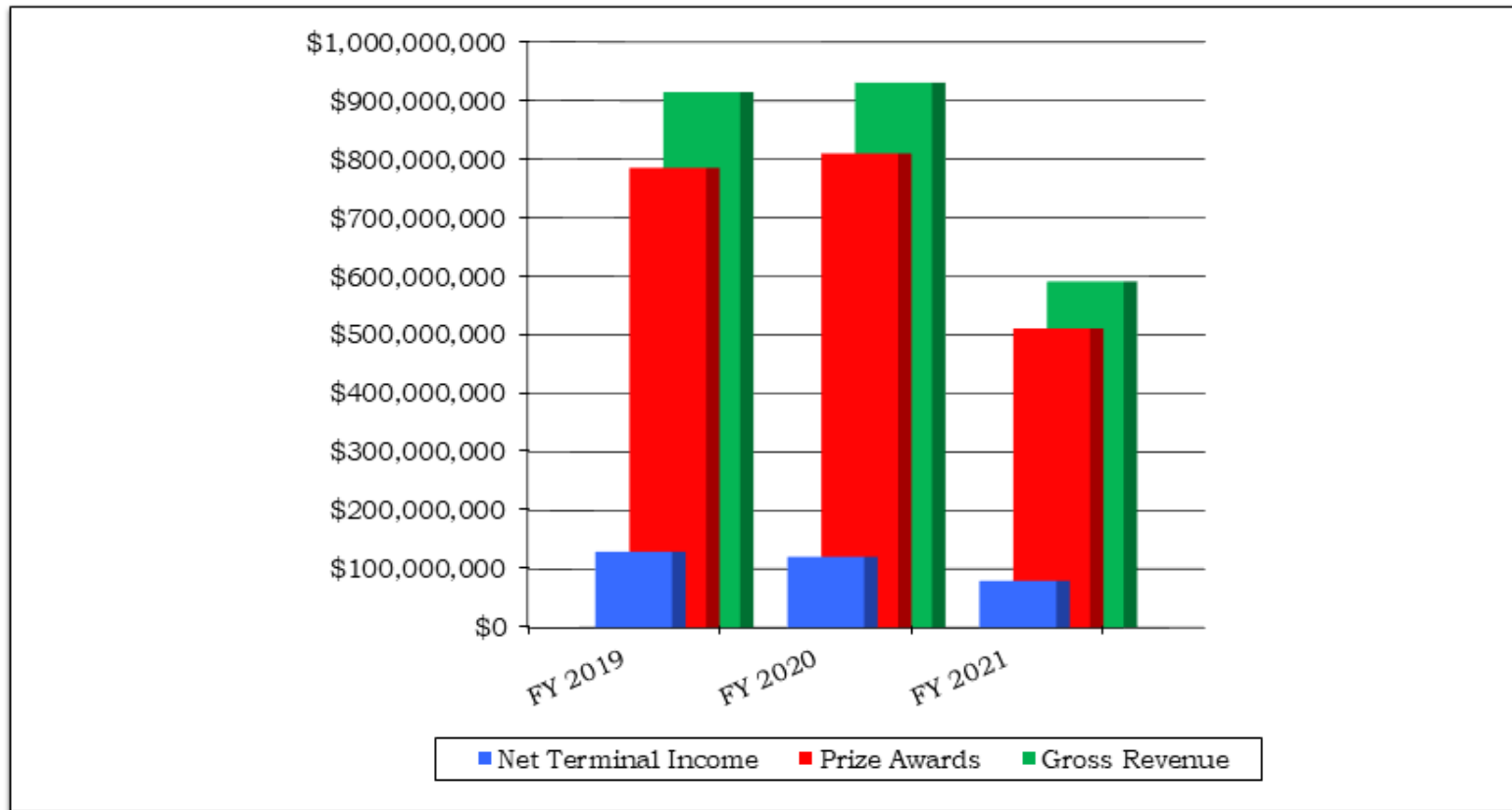


Due to COVID-19, the facilities closed at 12:00 a.m. on March 14, 2020, and reopened on June 8, 2020 at 10:00 a.m., with limited capacity, per State guidelines.



Rhode Island Video Lottery

Gross Revenue, Prize Awards & Net Terminal Income
July - September
Fiscal Years 2019 – 2021





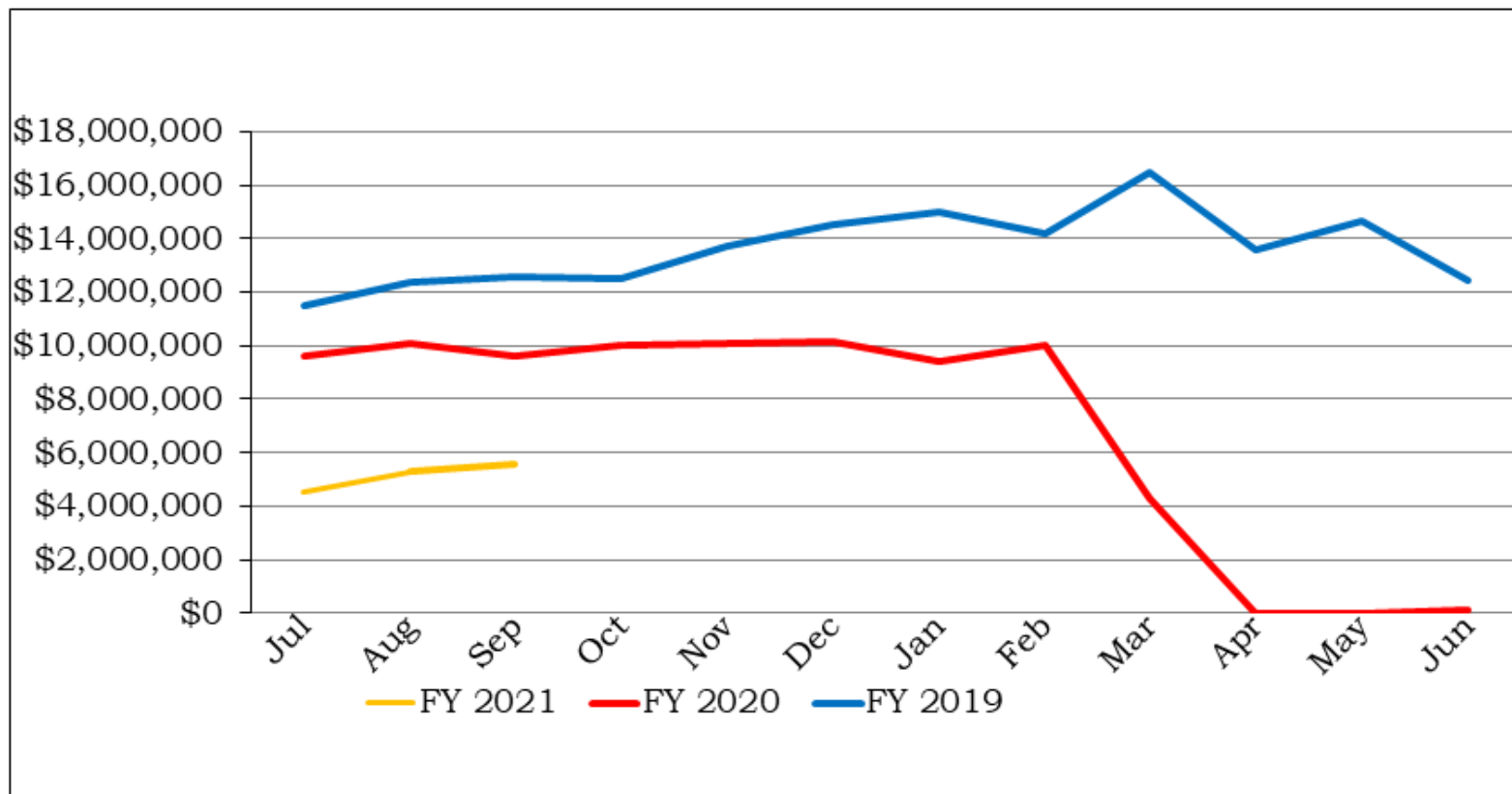
Fiscal Years 2019 - 2021

Table Games Win*

	2019	2020	2021
July	\$ 11,491,056	\$ 9,576,648	\$ 4,550,657
August	12,353,268	10,054,696	5,277,360
September	12,546,291	9,642,214	5,563,362
	<u>\$ 36,390,615</u>	<u>\$ 29,273,558</u>	<u>\$ 15,391,378</u>

*Before commissions, operating and administrative expenses.

Rhode Island Lottery
 Table Games Win*
 July - September
 Fiscal Years 2019 – 2021



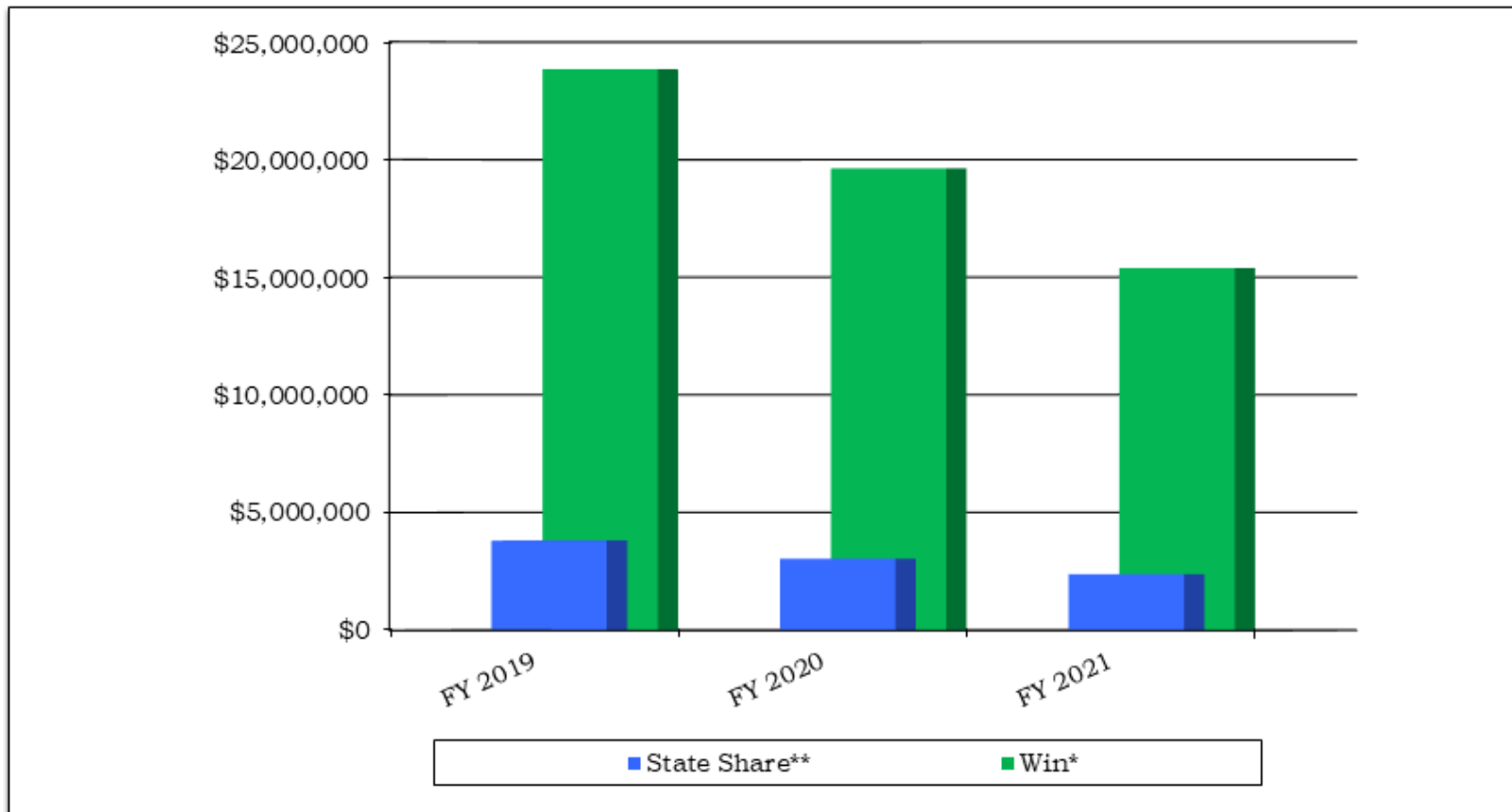
*Before commissions, operating and administrative expenses.

Rhode Island Lottery Table Games

Cumulative Win* and State Share**

July - September

Fiscal Years 2019 – 2021



*Before commissions, operating and administrative expenses.

** Before operating and administrative expenses.



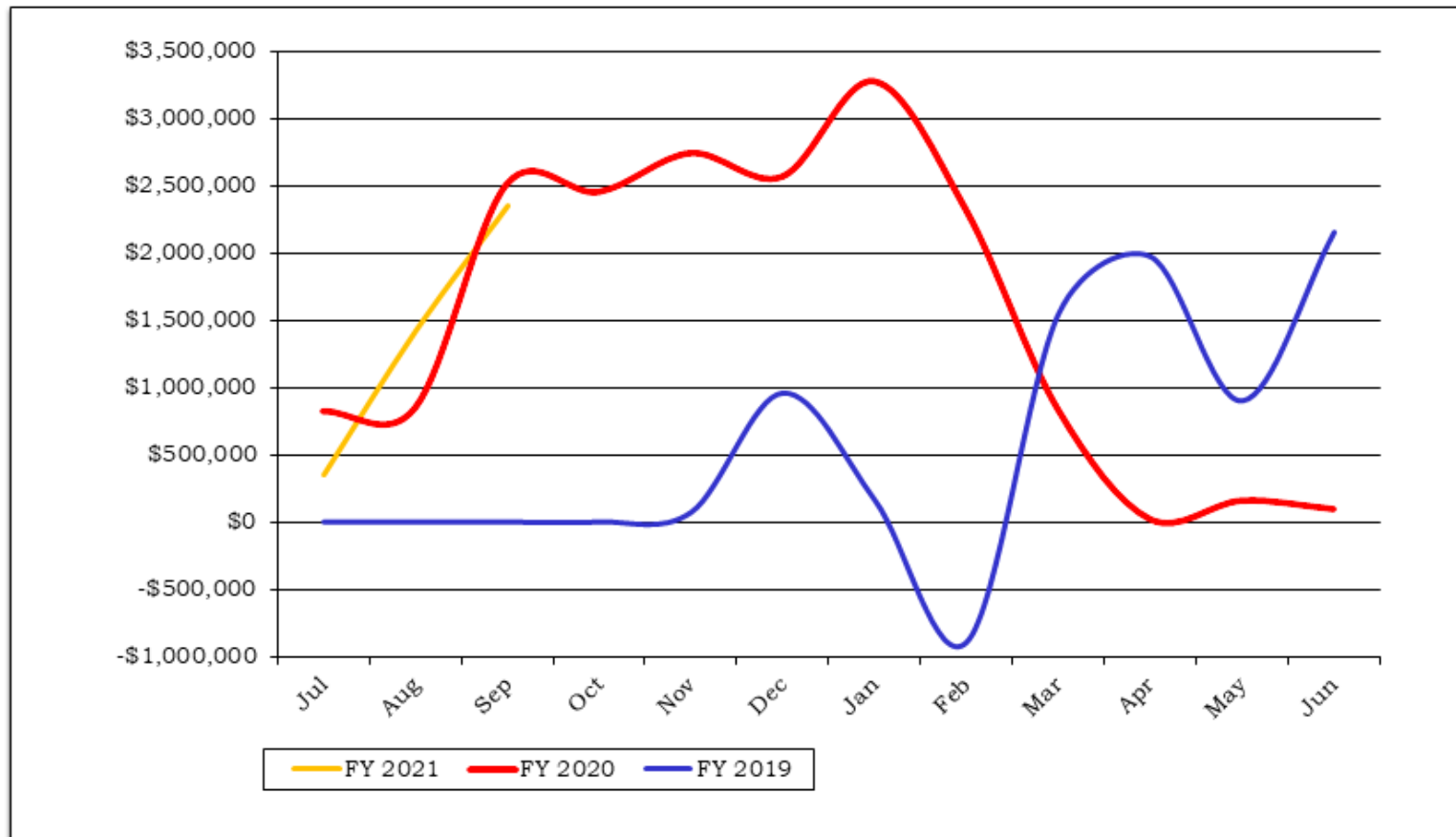
July - September
Fiscal Years 2020 - 2021
Sports Book Revenue

	2020			2021		
	Accrual Write	Accrual Payout	Book Revenue*	Accrual Write	Accrual Payout	Book Revenue*
July	\$ 8,321,947	\$ 7,494,368	\$ 827,579	\$ 6,738,626	\$ 6,387,201	\$ 351,425
August	10,060,066	9,208,278	\$ 851,788	23,116,965	21,693,574	\$ 1,423,391
September	22,195,789	19,679,729	\$ 2,516,060	31,293,150	28,940,362	\$ 2,352,788
	<u>\$ 40,577,802</u>	<u>\$ 36,382,375</u>	<u>\$ 4,195,427</u>	<u>\$ 61,148,741</u>	<u>\$ 57,021,137</u>	<u>\$ 4,127,604</u>

***Book Revenue is before any operating or allocable expenses.**



Rhode Island Sports Book Book Revenue* Fiscal Years 2019 - 2021



***Book Revenue is before any operating or allocable expenses.**

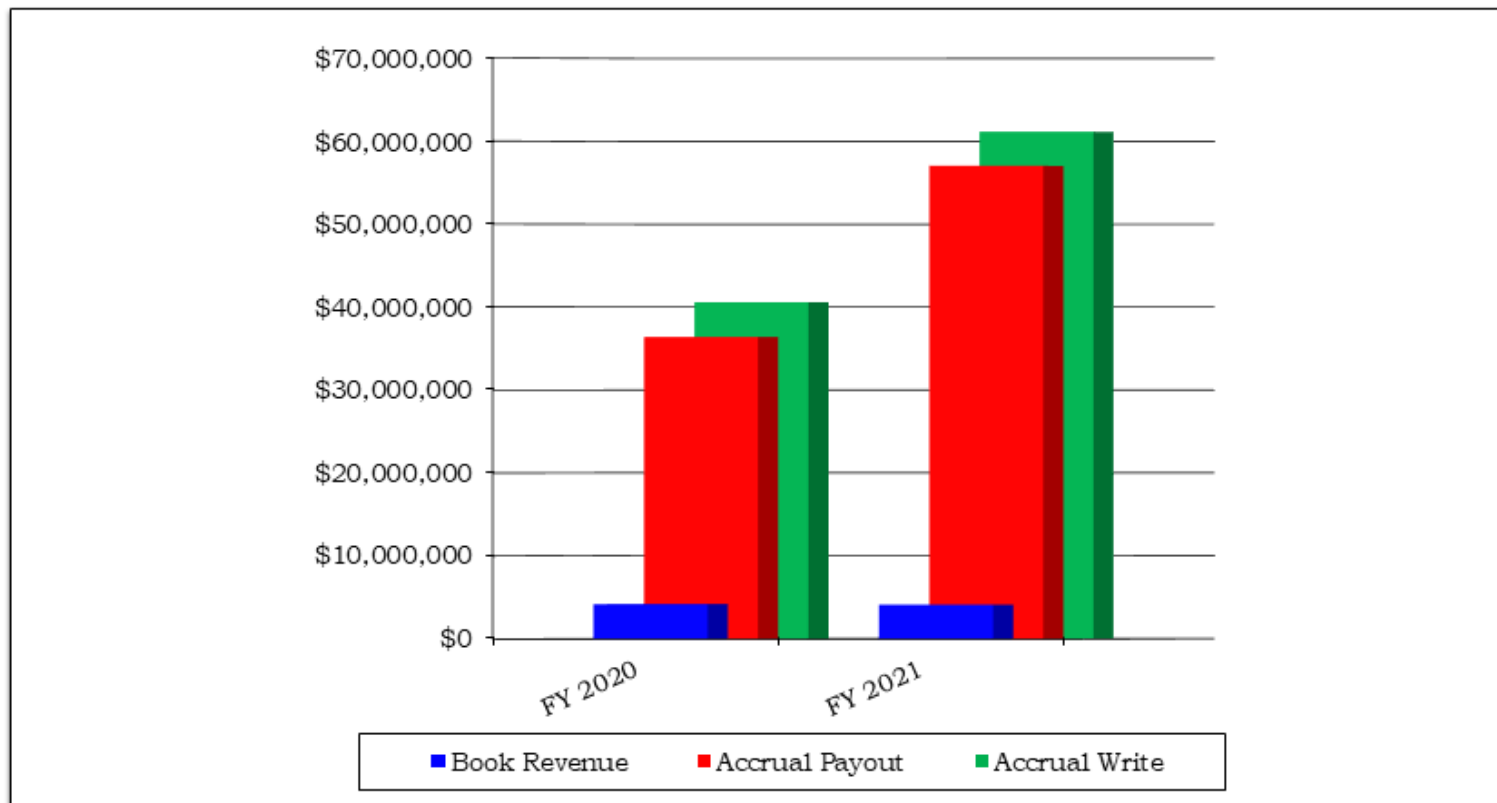


Rhode Island Sports Book

Accrual Write, Accrual Payout, Book Revenue*

July - September

Fiscal Years 2020 - 2021

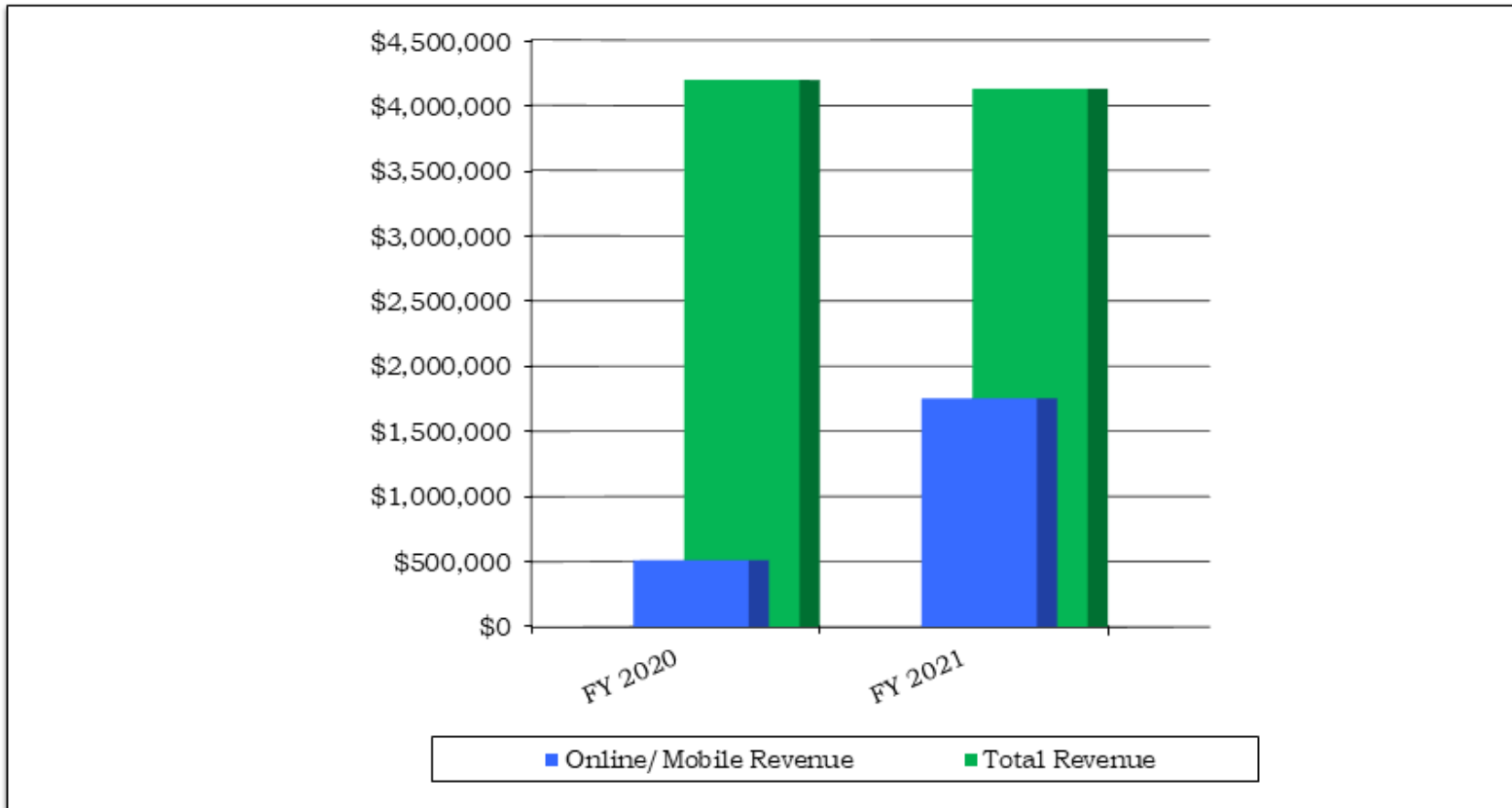


***Book Revenue is before any operating or allocable expenses.**



Rhode Island Sports Book

Book Revenue*
July - September
Fiscal Years 2020 - 2021



*Book revenue is before any commissions, operating, or allocable expenses.

Financial

Rhode Island Lottery
Summary of Changes in Gross/Net Sales
For the Three Months Ended September 30, 2020
Unaudited and Unadjusted

	<u>FY2020</u>	<u>FY2021</u>	<u>Change</u>	<u>%</u>
Traditional Lottery - Gross Sales:				
Instant Games	\$ 25,572,385	\$ 31,808,675	\$ 6,236,290	24.39%
Daily Numbers	5,667,097	6,095,709	428,612	7.56%
PowerBall®	4,350,162	3,993,517	(356,645)	-8.20%
Mega Millions®	2,691,029	2,288,950	(402,079)	-14.94%
Lucky for Life®	1,243,805	1,172,510	(71,295)	-5.73%
Wild Money	932,744	2,237,371	1,304,627	139.87%
iLottery	-	1,634,892	1,634,892	100.00%
Total Traditional Lottery - Gross Sales	40,457,222	49,231,624	8,774,402	21.69%
Monitor Games - Gross Sales:				
Keno	\$ 19,278,655	\$ 17,870,195	\$ (1,408,460)	-7.31%
Bingo	302,111	292,829	(9,282)	-3.07%
Total Monitor Games - Gross Sales	19,580,766	18,163,024	(1,417,742)	-7.24%
Video Lottery, Net⁽¹⁾	\$ 121,140,926	\$ 80,100,470	\$ (41,040,456)	-33.88%
Table Games, Net Revenue	\$ 29,273,558	\$ 15,391,379	\$ (13,882,179)	-47.42%
Sports Book, Gross (Handle)	\$ 40,577,802	\$ 61,148,741	\$ 20,570,939	50.70%
Total Revenue	\$ 251,030,274	\$ 224,035,238	\$ (26,995,036)	-10.75%
Gross Profit:				
Traditional Lottery ⁽²⁾	\$ 10,711,764	\$ 12,585,945	\$ 1,874,181	17.50%
Monitor Games	\$ 4,316,726	\$ 3,667,391	\$ (649,335)	-15.04%
Video Lottery, net of prizes, commissions, & marketing expenses	\$ 73,245,779	\$ 47,549,530	\$ (25,696,249)	-35.08%
Table Games ⁽³⁾	\$ 4,537,401	\$ 2,385,665	\$ (2,151,736)	-47.42%
Sports Book, net of prizes, commissions, and marketing expenses	\$ 2,023,078	\$ 2,169,101	\$ 146,023	7.22%

⁽¹⁾Net Terminal Income

⁽²⁾Before operating expenses and other income/expense

⁽³⁾Before operating expenses

Rhode Island Lottery - Online Jackpots
FY 2012 - Present



Powerball®		
Fiscal Year	Date	Amount (Millions)
2012	08/10/11	228.9
2012	09/07/11	108.8
2012	11/02/11	254.2
2012	12/24/11	128.8
2012	02/11/12	336.4
2012	04/25/12	172.7
2012	06/13/12	241.0
2013	08/15/12	337.0
2013	09/23/12	202.1
2013	11/28/12	587.5
2013	02/06/13	217.2
2013	03/23/13	338.3
2013	05/18/13	590.5
2013	06/22/13	131.5
2014	08/07/13	448.4
2014	09/18/13	399.4
2014	10/23/13	213.4
2014	11/16/13	130.3
2014	12/11/13	122.9
2014	02/19/14	425.3
2014	04/23/14	148.8
2014	06/11/14	259.8
2015	07/09/14	124.9
2015	09/24/14	228.5
2015	11/08/14	202.6
2015	02/11/15	564.1
2015	03/14/15	136.0
2015	06/03/15	188.9
2016	08/01/15	110.0
2016	09/30/15	310.5
2016	11/04/15	144.1
2016	01/13/16	1.6 Billion
2016	03/02/16	291.4
2016	05/07/16	429.6
2017	07/30/16	487.0
2017	09/17/16	246.8
2017	11/26/16	420.9
2017	12/17/16	121.6
2017	02/22/17	435.3
2017	03/22/17	156.2
2017	06/10/17	447.8
2018	08/23/17	758.7
2018	09/16/17	133.2
2018	10/25/17	191.1
2018	01/06/18	559.7
2018	03/17/18	456.7
2018	05/19/18	315.3
2018	06/20/18	150.4
2019	08/11/18	245.6
2019	10/27/18	687.8
2019	12/26/18	298.3
2019	03/27/19	768.4
2019	06/01/19	344.6
2020	07/13/19	198.0
2020	08/17/19	148.0
2020	11/02/19	150.0
2020	01/29/20	396.9
2020	04/08/20	190.0

Mega Millions®		
Fiscal Year	Date	Amount (Millions)
2014	10/01/13	189.0
2014	12/17/13	636.0
2014	03/18/14	400.0
2014	05/20/14	149.0
2015	08/22/14	180.0
2015	11/04/14	321.0
2015	01/16/15	270.0
2015	02/27/15	127.0
2015	06/02/15	260.0
2016	07/21/15	152.0
2016	09/11/15	106.0
2016	11/13/15	200.0
2016	01/08/16	165.0
2016	03/08/16	157.0
2017	07/08/16	540.0
2017	09/16/16	133.0
2017	01/27/17	188.0
2017	03/31/17	174.0
2018	08/11/17	393.0
2018	09/22/17	104.0
2018	01/05/18	450.0
2018	03/30/18	521.0
2018	05/04/18	143.0
2019	07/24/18	522.0
2019	10/23/18	1.6 Billion
2019	01/01/19	425.0
2019	03/01/19	267.0
2019	06/07/19	530.0
2020	07/23/19	168.0
2020	09/24/19	227.0
2020	12/17/19	372.0
2020	02/11/20	202.0
2020	06/09/20	410.0
2021	07/24/20	124.0
2021	09/15/20	119.0

Wild Money		
Fiscal Year	Date	Amount
2012	12/20/11	180,715
2012	06/30/12	180,600
2013	09/04/12	150,155
2013	10/11/12	102,525
2013	04/06/13	107,669
2013	05/30/13	104,657
2014	08/22/13	378,129
2014	11/21/13	270,794
2015	07/26/14	110,798
2015	09/18/14	164,147
2015	11/11/14	160,811
2015	03/10/15	127,298
2016	07/23/15	134,167
2016	12/26/15	215,915
2016	04/28/16	373,356
2016	06/04/16	100,327
2017	08/27/16	287,789
2017	03/21/17	154,777
2018	07/04/17	156,259
2018	09/30/17	203,336
2018	11/09/17	105,540
2018	02/01/18	368,678
2018	03/20/18	148,519
2018	04/28/18	117,662
2019	08/02/18	148,915
2019	11/01/18	258,548
2019	04/09/19	155,591
2020	07/30/19	163,873
2020	11/02/19	127,650
2020	03/05/20	139,319
2020	05/02/20	170,184
2021	07/28/20	372,774
2021	09/26/20	308,747

RHODE ISLAND LOTTERY
ALL GAMES

Unaudited Estimate of Revenue, Expenses and Changes in Net Position
For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Lottery sales, Video Lottery gross revenues, Table Games net revenues & Sports Book	\$ 287,044,271	100.00%	\$ 1,021,890,734	100.00%
Cost of gaming operations:				
Agent commissions	1,553,504	0.54%	6,066,026	0.59%
Online vendor commissions	1,122,500	0.39%	4,468,327	0.44%
Video commissions	11,008,580	3.84%	42,268,683	4.14%
Table Games commissions	5,754,632	2.00%	18,760,346	1.84%
Sports Book commissions	1,924,449	0.67%	3,940,502	0.39%
Prize awards	240,163,958	83.67%	851,668,661	83.34%
Unclaimed prize recovery	(197,508)	-0.07%	(1,158,422)	-0.11%
Marketing Expense - Facilities	527,940	0.18%	2,070,286	0.20%
Cost of tickets	29,164	0.01%	291,641	0.03%
	<hr/>			
Total cost of gaming operations	261,887,219	91.24%	928,376,050	90.85%
	<hr/>			
Gross profit	25,157,052	8.76%	93,514,684	9.15%
Operating expenses:				
Traditional Lottery:				
Personal services	457,000	0.16%	1,826,506	0.18%
Advertising	138,874	0.05%	555,495	0.05%
Contract services	395	0.00%	1,580	0.00%
Depreciation	11,641	0.00%	46,563	0.00%
Other	95,052	0.03%	380,209	0.04%
Table Games:				
Personal services	513,000	0.18%	2,043,508	0.20%
Contract services	0	0.00%	0	0.00%
Other	441	0.00%	1,765	0.00%
	<hr/>			
Total operating expenses	1,216,403	0.42%	4,855,626	0.48%
	<hr/>			
Operating income	23,940,649	8.34%	88,659,058	8.68%
Nonoperating income (expenses)				
Interest and miscellaneous income	31,684	0.01%	120,954	0.01%
Dealer loss recovery	0	0.00%	0	0.00%
Contract revenue	52,083	0.02%	208,333	0.02%
Transfers to the State's General Fund	(23,972,333)	-8.35%	(88,780,012)	-8.69%
	<hr/>			
Change in net assets	52,083	0.02%	208,333	0.02%
	<hr/>			
Total net position (deficit), beginning of year			(20,365,478)	
	<hr/>			
Total net position (deficit), end of year			\$ (20,157,145)	-1.97%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, beginning on March 11, 2020, major sporting events were cancelled or postponed. On March 14, 2020, the two facilities were closed, and on March 17, 2020 on-premise restaurants, bars and taverns were closed. On June 1, 2020, on-premise restaurants, bars and taverns began reopening. Beginning on June 8, 2020, the casinos began a phased opening under State guidelines; the two casinos reopened video gaming activity on June 8, 2020, table games activity on June 30, 2020, and the on-premise Sports Books on July 22, 2020.

RHODE ISLAND LOTTERY
INSTANT, NUMBERS & LOTTO GAMES
 Unaudited Estimate of Revenue, Expenses and Changes in Net Position
 For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Lottery sales: Numbers, Mega Millions, PowerBall, Instant Tickets, Lucky for Life, Instant Match, Wild Money, & Other Sales	\$ 15,735,285	100.00%	64,966,909	100.00%
Cost of gaming operations:				
Agent commissions	1,016,326	6.46%	4,075,806	6.27%
Online vendor commissions	786,764	5.00%	3,224,440	4.96%
Prize awards	10,049,222	63.86%	41,513,502	63.90%
Unclaimed prize recovery	(106,955)	-0.68%	(685,189)	-1.05%
Cost of tickets	29,164	0.19%	291,641	0.45%
 Total cost of gaming operations	 11,774,521	 74.83%	 48,420,200	 74.53%
 Gross profit	 3,960,764	 25.17%	 16,546,709	 25.47%
Operating expenses:				
Personal services	457,000	2.90%	1,826,506	2.81%
Advertising	138,874	0.88%	555,495	0.86%
Contract services	395	0.00%	1,580	0.00%
Depreciation	11,641	0.07%	46,563	0.07%
Other	95,052	0.60%	380,209	0.59%
 Total operating expenses	 702,962	 4.47%	 2,810,353	 4.33%
 Operating income	 3,257,802	 20.70%	 13,736,356	 21.14%
Nonoperating income (expenses):				
Interest and miscellaneous income	31,684	0.20%	120,954	0.19%
Contract revenue	52,083	0.33%	208,333	0.32%
Transfers to the State's General Fund	(3,289,486)	-20.91%	(13,857,310)	-21.33%
 Change in net position	 52,083	 0.00331	 208,333	 0.32%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, effective March 17, 2020, on-premise restaurants, bars and taverns closed, and reopened on June 1, 2020, at limited capacity, per State guidelines.

RHODE ISLAND LOTTERY
MONITOR GAMES

Unaudited Estimate of Revenue, Expenses and Changes in Net Position
For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Lottery sales: Keno & Bingo	\$ 6,714,722	100.00%	\$ 24,877,746	100.00%
Cost of gaming operations:				
Agent commissions	537,178	8.00%	1,990,220	8.00%
Online vendor commissions	335,736	5.00%	1,243,887	5.00%
Prize awards	4,273,693	63.65%	16,481,754	66.25%
Unclaimed prize recovery	(24,372)	-0.36%	(97,993)	-0.39%
Total cost of gaming operations	<u>5,122,235</u>	<u>76.28%</u>	<u>19,617,868</u>	<u>78.86%</u>
Gross profit	<u>1,592,487</u>	<u>23.72%</u>	<u>5,259,878</u>	<u>21.14%</u>
Nonoperating income (expenses):				
Transfers to the State's General Fund	<u>(1,592,487)</u>	<u>-23.72%</u>	<u>(5,259,878)</u>	<u>-21.14%</u>
Change in net position	0	0.00%	0	0.00%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, effective March 17, 2020, on-premise restaurants, bars and taverns closed, and reopened on June 1, 2020, at limited capacity, per State guidelines.

RHODE ISLAND LOTTERY

VIDEO

Unaudited Estimate of Revenue, Expenses and Changes in Net Position
For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Video Lottery, gross revenues	\$ 233,900,000	0.00%	\$ 824,811,695	100.00%
Cost of gaming operations:				
Commissions	11,008,580	0.00%	42,268,683	5.12%
Prize awards	205,900,000	0.00%	716,711,225	86.89%
Unclaimed prize recovery	(19,679)	0.00%	(205,937)	-0.02%
Marketing Expense - Facilities	492,365	0.00%	1,969,460	0.24%
Total cost of gaming operations	217,381,266	0.00%	760,743,431	92.23%
Gross profit	16,518,734	0.00%	64,068,264	7.77%
Nonoperating income (expenses):				
Transfers to the State's General Fund	(16,518,734)	0.00%	(64,068,264)	-7.77%
Change in net position	0	0.00%	0	0.00%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, the facilities closed at 12:00 a.m. on March 14, 2020, and reopened on June 8, 2020, with limited capacity, per State guidelines.

RHODE ISLAND LOTTERY

TABLE GAMES

Unaudited Estimate of Revenue, Expenses and Changes in Net Position
For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Table Games, net revenues	\$ 6,810,215	0.00%	\$ 22,201,594	100.00%
Cost of gaming operations:				
Commissions	5,754,632	0.00%	18,760,346	84.50%
Unclaimed prize recovery	0	0.00%	0	0.00%
Total cost of gaming operations	5,754,632	0.00%	18,760,346	84.50%
Gross profit	1,055,583	0.00%	3,441,248	15.50%
Operating expenses:				
Personal services	513,000	0.00%	2,043,508	9.20%
Contract services	0	0.00%	0	0.00%
Other	441	0.00%	1,765	0.01%
Total operating expenses	513,441	0.00%	2,045,273	9.21%
Operating income	542,142	0.00%	1,395,975	6.29%
Nonoperating income (expenses):				
Dealer loss recovery	0	0.00%	0	0.00%
Transfers to the State's General Fund	(542,142)	0.00%	(1,395,975)	-6.29%
Change in net assets	0	0.00%	0	0.00%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, the facilities were closed on March 14, 2020, thereby suspending all table games activity until June 30, 2020 when the casinos were reopened, at limited capacity, for table games activity per State guidelines.

**RHODE ISLAND LOTTERY
SPORTS BOOK**

Unaudited Estimate of Revenue, Expenses and Changes in Net Position
For the Month of October and the Four Months Ending October 31, 2020

	October 2020		Y-T-D	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
Operating Revenue:				
Sports Book	\$ 23,884,049	100.00%	\$ 85,032,790	100.00%
Cost of gaming operations:				
Commissions	1,924,449	8.06%	3,940,502	4.63%
Prize awards	19,941,043	83.49%	76,962,180	90.51%
Unclaimed prize recovery	(46,502)	-0.00195	(169,303)	-0.20%
Marketing Expense - Facilities	35,575	0.001489	100,826	0.12%
Total cost of gaming operations	21,854,565	91.50%	80,834,205	95.06%
Gross profit	2,029,484	8.50%	4,198,585	4.94%
Nonoperating income (expenses):				
Transfers to the State's General Fund	(2,029,484)	-8.50%	(4,198,585)	-4.94%
	0	0	0	0.00%

Note: the last eleven (11) days of October 2020 are estimated.

Due to COVID-19, beginning on March 11, 2020, major sporting events were cancelled or postponed. Also, on March 14, 2020, the on-premise Sports Book at both facilities were closed. Beginning on June 8, 2020, the casinos began a phased opening under State guidelines. The two casinos reopened the on-premise Sports Books on July 22, 2020.

Video



Rhode Island Video Lottery

Annual Comparison of Net Terminal Income

Fiscal Year 2020 versus Fiscal Year 2021

Date	Week	Fiscal 2020 NTI		Fiscal 2021 NTI		Increase			Fiscal 2020 YTD	Fiscal 2021 YTD	YTD % Increase	
		Lincoln	Tiverton	Lincoln	Tiverton	Lincoln	Tiverton	Total				
07/04/20	1	8,715,057	2,077,375	5,493,570	1,557,043	♦	-37%	-25%	-35%	10,792,432	7,050,613	-35%
07/11/20	2	7,131,970	1,998,782	5,503,442	1,675,698	♦	-23%	-16%	-21%	19,923,184	14,229,753	-29%
07/18/20	3	7,011,790	1,826,043	4,511,451	1,400,963	♦	-36%	-23%	-33%	28,761,017	20,142,167	-30%
07/25/20	4	7,355,460	1,854,023	4,734,116	1,520,076	♦	-36%	-18%	-32%	37,970,500	26,396,359	-30%
08/01/20	5	7,230,830	2,026,343	4,671,850	1,589,175	♦	-35%	-22%	-32%	47,227,673	32,657,384	-31%
08/08/20	6	7,206,850	2,089,207	4,173,755	1,352,834	♦	-42%	-35%	-41%	56,523,730	38,183,973	-32%
08/15/20	7	6,990,567	1,981,425	4,140,622	1,305,573	♦	-41%	-34%	-39%	65,495,722	43,630,168	-33%
08/22/20	8	7,170,595	1,928,827	4,097,979	1,282,091	♦	-43%	-34%	-41%	74,595,144	49,010,238	-34%
08/29/20	9	7,388,340	2,063,988	3,953,835	1,364,368	♦	-46%	-34%	-44%	84,047,472	54,328,441	-35%
09/05/20	10	7,880,490	2,345,391	4,669,407	1,573,267	♦	-41%	-33%	-39%	94,273,353	60,571,115	-36%
09/12/20	11	6,942,212	1,878,167	5,005,980	1,572,439	♦	-28%	-16%	-25%	103,093,732	67,149,534	-35%
09/19/20	12	7,070,423	1,860,643	4,569,658	1,520,194	♦	-35%	-18%	-32%	112,024,798	73,239,386	-35%
09/26/20	13	6,618,749	1,882,173	4,663,538	1,449,728	♦	-30%	-23%	-28%	120,525,720	79,352,652	-34%
10/03/20	14	7,085,773	2,091,646	4,832,289	1,505,114	♦	-32%	-28%	-31%	129,703,139	85,690,055	-34%
10/10/20	15	7,013,495	1,926,261	4,377,589	1,629,161	♦	-38%	-15%	-33%	138,642,895	91,696,805	-34%
10/17/20	16	7,308,129	1,995,224	4,962,865	1,536,343	♦	-32%	-23%	-30%	147,946,248	98,196,013	-34%
10/24/20	17	7,103,884	1,748,700				-100%	-100%	-100%	156,798,832		
HIGH		8,715,057	2,345,391	5,503,442	1,675,698		-23%	-15%	-21%			
LOW		6,618,749	1,748,700	3,953,835	1,282,091		-100%	-100%	-100%			
AVERAGE		7,248,507	1,974,954	4,647,622	1,489,629		-40%	-29%	-37%			

♦ Due to COVID19, the facilities closed on March 14, 2020 at 12:00 a.m. , and reopened on June 8, 2020 at 10:00 a.m., with limited capacity, per State guidelines.

Note: this report is based on week ending date, therefore 07/04/20 contains data from 06/28 - 30/20, which is from the prior fiscal year.

Table Games

Rhode Island Lottery
Monthly Net Table Games Revenue
For the Three Months Ended September 30, 2020
Unaudited and Unadjusted



	Table Games Net Revenue	Poker Net Revenue	Total Net Table Games Revenue	Twin River/Tiverton Net Table Games Revenue	Towns of Lincoln/Tiverton Net Table Games Revenue	RI Lottery Net Table Games Revenue
July 2020	\$ 4,550,657	\$ -	\$ 4,550,657	\$ 3,799,798	\$ 45,507	\$ 705,352
August 2020	5,277,360	-	5,277,360	4,406,596	52,774	817,990
September 2020	5,563,362	-	5,563,362	4,645,407	55,633	862,322
	\$ 15,391,379	\$ -	\$ 15,391,379	\$ 12,851,801	\$ 153,913	\$ 2,385,665

***Net of Operating and Administrative Expenses

Due to COVID-19, the facilities were closed on March 14, 2020, thereby suspending all table games activity until June 30, 2020 when the casinos were reopened, at limited capacity, for table games activity per State guidelines.

Sports Betting

The Rhode Island Lottery
Sports Book Revenue by Facility
Unaudited and Unadjusted
FY 2021



Twin River			Tiverton Casino			Online (Mobile)			Combined						
	Write (Accrual)	Payout (Accrual)	Book Revenue*		Write (Accrual)	Payout (Accrual)	Book Revenue*		Write (Accrual)	Payout (Accrual)	Book Revenue*		Write (Accrual)	Payout (Accrual)	Book Revenue*
FY 2021				FY 2021				FY 2021				FY 2021			
Jul 20	\$ 1,808,562	\$ 1,903,736	\$ (95,174)	Jul 20	\$ 527,269	\$ 488,141	\$ 39,128	Jul 20	\$ 4,402,795	\$ 3,995,324	\$ 407,471	Jul 20	\$ 6,738,626	\$ 6,387,201	\$ 351,425
Aug 20	7,271,424	6,632,281	639,143	Aug 20	5,408,585	5,114,938	293,647	Aug 20	10,436,956	9,946,355	490,601	Aug 20	23,116,965	21,693,574	1,423,391
Sep 20	11,546,626	10,833,055	713,571	Sep 20	5,655,469	4,872,162	783,307	Sep 20	14,091,055	13,235,145	855,910	Sep 20	31,293,150	28,940,362	2,352,788
Total	20,626,612	19,369,072	1,257,540	Total	11,591,323	10,475,241	1,116,082	Total	28,930,806	27,176,824	1,753,982	Total	61,148,741	57,021,137	4,127,604

*Book revenue is before any commissions, operating, or allocable expenses.

Due to COVID-19, beginning on March 11, 2020, major sporting events were cancelled or postponed. Also, on March 14, 2020, the on-premise Sports Book at both facilities were closed. Beginning on June 8, 2020, the casinos began a phased opening under State guidelines. The two casinos reopened the on-premise Sports Books on July 22, 2020.