

# **Permanent Joint Committee on State Lottery Meeting**

**Monday, January 23, 2023  
4:00 PM**



# Agenda

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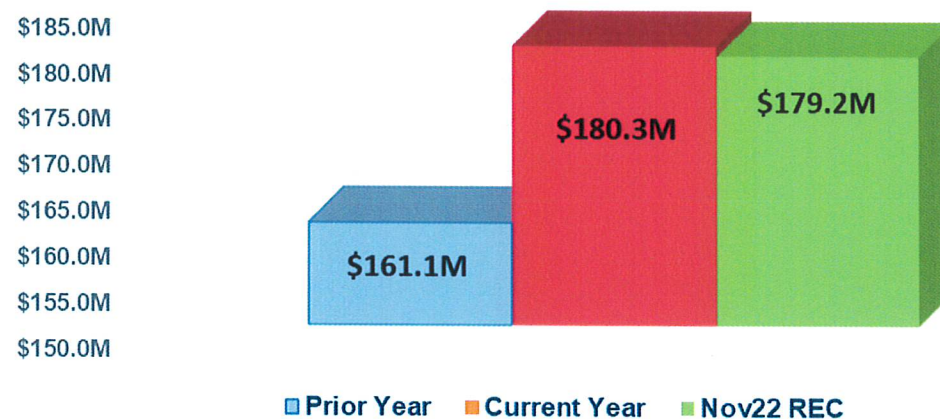


- 1. Financial Update**
- 2. Facilities Update**
  - **Bally's Tiverton Casino & Hotel Update**
  - **Bally's Twin River Lincoln Casino & Resort Update**
- 3. Marketing/Promotions**
- 4. Other Updates**
- 5. Adjournment**

# Financial Update

### YEAR-TO-DATE LOTTERY GENERAL FUND TRANSFER

#### YTD Lottery Cash Basis General Fund Transfer Through December 31, 2022



**GENERAL FUND TRANSFER** – As of December 31, 2022, the Lottery's General Fund Transfer totaled \$180.3M, which was approximately \$1.1M (.6%) above the November 2022 Revenue Estimating Conference budgeted figure and \$19.2M (11.9%) above the prior year.

*Note: The variance of approximately \$1.1M is based on Lottery transfers, estimated by the Office of Revenue Analysis, of \$179.2M through December 31, 2022.*

### Lottery Revenue

- **Total Revenue** – of \$761.1M was \$52.2M, or 7.4%, higher than the prior year.
- **INSTANTS** – Instant Ticket sales year-to-date were **\$61.9M**, which was a **decrease of 9.8%** compared to the prior year.
  - Compared to FY '19, pre-COVID, instant tkt sales are up 15.6% !!
- **Keno** – Keno sales year-to-date were **\$43.2M**, which reflect a **decrease of 3.4%** compared to the prior year.
- **Daily Numbers** – Numbers Game sales year-to-date were **\$11.1M**, which reflect a **decrease of 4.0%** compared to the prior year.
- **POWERBALL®** – Powerball® sales were **\$18.2M**, which was an **increase of 28.6%** compared to the prior year. The current fiscal year had a \$2.04B jackpot in November 2022.

## Financial Update - continued



- **MEGA MILLIONS**<sup>®</sup> – Mega Million<sup>®</sup> sales year-to-date were **\$12.1M**, which was an **increase of 110.8%** compared to the prior year. The current year had a \$1.348B jackpot (in January).
- **LUCKY FOR LIFE**<sup>®</sup> – Lucky for Life<sup>®</sup> sales year-to-date were **\$3.8M**, which reflect a **decrease of 7.2%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$4.8M**, which reflect an **increase of 53.0%** compared to the prior year. The current year had a \$763,000 jackpot, which was the highest jackpot in the game's history.
- **Video Lottery** – Net Terminal Income (NTI) at Bally's Twin River Lincoln was **12.4% above** the prior year; and NTI at Bally's Tiverton was **9.7% above** the prior year, **for a combined increase of 11.8%, or \$27.6M.**



## Financial Update - continued



- **Table Games** – Net Table Game Revenue (NTGR) at Bally’s Twin River Lincoln was **8.6% above** the prior year; and at Bally’s Tiverton it was **6.8% above** the prior year, **for a combined increase of 8.3%, or \$5.1M.**
- **Sportsbook Rhode Island** – Through December 31, 2022:
  - Accrual write (handle) for the first six months of FY ‘23 was **6.0% higher** than the accrual write for the first six months of FY ‘22 (**\$270.6M in FY ‘23** compared to **\$255.2M in FY ‘22**).
  - Book Revenue (hold) YTD is **\$29.4M** which represents a **48.0%** increase when compared to the prior year’s book revenue of **\$19.9M.**
  - Hold percentage YTD in FY ‘23 is **10.9%** compared to **7.8%** last year.

# Facilities Update



## Facilities Update – Video NTI



### BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 01/21/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
01/15/23	\$ 2,338,260.91	\$ 2,042,230.98	\$ 296,029.93
01/16/23	\$ 1,991,754.11	\$ 1,774,010.46	\$ 217,743.65
01/17/23	\$ 1,842,398.49	\$ 1,574,498.93	\$ 267,899.56
01/18/23	\$ 2,032,424.14	\$ 1,726,509.41	\$ 305,914.73
01/19/23	\$ 2,177,512.16	\$ 1,868,307.83	\$ 309,204.33
01/20/23	\$ 2,911,961.27	\$ 2,444,176.65	\$ 467,784.62
01/21/23	\$ 3,745,383.50	\$ 3,218,460.59	\$ 526,922.91
Totals	\$ 17,039,694.58	\$ 14,648,194.85	\$ 2,391,499.73
Total NTI Week Ending 01/21/23			<b>\$ 2,391,499.73</b>
Total NTI Week Ending 01/22/22			<b>\$1,779,358.06</b>
Increase:			<b>34.40%</b>

# Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 01/21/23



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	01/15/23	01/16/23	01/17/23	01/18/23	01/19/23	01/20/23	01/21/23
03:00 - 04:00	14%	4%	3%	3%	5%	6%	12%
04:00 - 05:00	7%	4%	2%	4%	5%	5%	8%
05:00 - 06:00	6%	4%	2%	3%	4%	5%	9%
06:00 - 07:00	5%	5%	2%	3%	5%	4%	8%
07:00 - 08:00	7%	5%	3%	7%	5%	7%	8%
08:00 - 09:00	13%	7%	8%	10%	10%	11%	15%
09:00 - 10:00	16%	16%	14%	20%	23%	15%	23%
10:00 - 11:00	27%	22%	25%	34%	35%	30%	37%
11:00 - 12:00	38%	37%	38%	40%	41%	40%	48%
12:00 - 13:00	45%	48%	42%	47%	44%	46%	58%
13:00 - 14:00	50%	49%	43%	49%	48%	48%	67%
14:00 - 15:00	49%	50%	43%	47%	49%	48%	68%
15:00 - 16:00	52%	46%	36%	46%	44%	49%	67%
16:00 - 17:00	49%	42%	39%	42%	40%	48%	65%
17:00 - 18:00	46%	36%	36%	37%	40%	49%	62%
18:00 - 19:00	40%	32%	38%	40%	42%	54%	63%
19:00 - 20:00	41%	29%	38%	37%	44%	58%	65%
20:00 - 21:00	37%	28%	34%	34%	39%	58%	65%
21:00 - 22:00	32%	26%	27%	30%	35%	56%	62%
22:00 - 23:00	27%	20%	22%	26%	29%	54%	55%
23:00 - 00:00	23%	13%	16%	19%	20%	46%	44%
00:00 - 01:00	16%	9%	16%	18%	15%	36%	35%
01:00 - 02:00	12%	5%	12%	12%	9%	21%	28%
02:00 - 03:00	7%	5%	8%	7%	9%	16%	20%
Maximum Daily Usage	52%	50%	43%	49%	49%	58%	68%
Number of VLTs	1,000	1,000	1,000	1,000	1,000	1,000	1,000

## Facilities Update – Video NTI



### BALLY'S TWIN RIVER LINCOLN CASINO & RESORT NTI WEEK ENDING 1/21/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
01/15/23	\$ 10,277,099.65	\$ 9,034,892.28	\$ 1,242,207.37
01/16/23	\$ 7,288,503.19	\$ 6,586,274.95	\$ 702,228.24
01/17/23	\$ 6,146,374.12	\$ 5,283,024.87	\$ 863,349.25
01/18/23	\$ 7,594,766.04	\$ 6,686,744.18	\$ 908,021.86
01/19/23	\$ 6,383,542.29	\$ 5,641,998.88	\$ 741,543.41
01/20/23	\$ 9,563,727.40	\$ 8,324,498.37	\$ 1,239,229.03
01/21/23	\$ 14,615,363.38	\$ 12,606,453.60	\$ 2,008,909.78
Totals	\$ 61,869,376.07	\$ 54,163,887.13	\$ 7,705,488.94
Total NTI Week Ending 01/21/23			<b>\$ 7,705,488.94</b>
Total NTI Week Ending 01/22/22			<b>\$6,215,987.19</b>
Increase:			<b>23.96%</b>

# Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 1/21/23



	Sunday 01/15/23	Monday 01/16/23	Tuesday 01/17/23	Wednesday 01/18/23	Thursday 01/19/23	Friday 01/20/23	Saturday 01/21/23
<b>TWIN RIVER</b>							
03:00 - 04:00	17%	7%	5%	6%	6%	6%	14%
04:00 - 05:00	11%	6%	3%	4%	4%	5%	10%
05:00 - 06:00	8%	4%	3%	4%	4%	4%	8%
06:00 - 07:00	7%	4%	2%	3%	3%	4%	6%
07:00 - 08:00	9%	5%	3%	4%	4%	4%	7%
08:00 - 09:00	14%	7%	5%	5%	8%	8%	14%
09:00 - 10:00	17%	9%	15%	13%	15%	16%	23%
10:00 - 11:00	27%	17%	23%	21%	21%	24%	32%
11:00 - 12:00	34%	26%	32%	32%	30%	28%	43%
12:00 - 13:00	44%	31%	36%	35%	32%	29%	52%
13:00 - 14:00	53%	42%	37%	40%	34%	35%	57%
14:00 - 15:00	54%	45%	35%	41%	33%	36%	63%
15:00 - 16:00	53%	45%	34%	40%	31%	38%	63%
16:00 - 17:00	53%	39%	29%	37%	27%	37%	62%
17:00 - 18:00	50%	35%	28%	36%	25%	39%	59%
18:00 - 19:00	49%	31%	28%	35%	26%	41%	60%
19:00 - 20:00	50%	30%	27%	36%	27%	48%	62%
20:00 - 21:00	46%	29%	27%	35%	27%	50%	64%
21:00 - 22:00	41%	25%	23%	29%	24%	48%	62%
22:00 - 23:00	34%	21%	22%	27%	21%	47%	60%
23:00 - 00:00	26%	17%	16%	20%	19%	38%	54%
00:00 - 01:00	22%	13%	13%	17%	13%	34%	45%
01:00 - 02:00	16%	9%	9%	12%	9%	24%	36%
02:00 - 03:00	10%	7%	7%	8%	7%	19%	26%
<b>Maximum Daily Usage</b>	<b>54%</b>	<b>45%</b>	<b>37%</b>	<b>41%</b>	<b>34%</b>	<b>50%</b>	<b>64%</b>
<b>Number of VLTs</b>	<b>3,802</b>	<b>3,802</b>	<b>3,802</b>	<b>3,802</b>	<b>3,802</b>	<b>3,802</b>	<b>3,802</b>



## Marketing/Promotions

## New Games & Promotions - continued



### Promotion:

#### “Premier VIP”



Final Drawing for the Premier VIP Instant Game 2<sup>nd</sup> Chance will be on January 25, 2023:

- 1 player will be drawn to win \$50,000!
- 2 players will win the Winner's Choice VIP prize and choose from 8 prize options.



## New Games & Promotions - continued



### Promotion:

### “Mountain of Money Second Chance”



Players can enter non-winning Mountain of Money Instant Tickets from January 13<sup>th</sup> through January 30<sup>th</sup>.

Fifteen Winners will be drawn to win:

- A pair of Wachusett Mountain double session lift tickets for this season
- \$100 to use for equipment rentals, food, etc.

## New Games & Promotions - continued



### Promotion:

### “Theater Ticket Thursdays Act II”



Players can enter tickets for Rhode Island's own jackpot game, Wild Money, from January 11 through April 5 for the chance to win tickets to see a show at the Providence Performing Arts Center. Four drawings will take place for these upcoming shows:

Draw Date	Number of Winners	Show
Thursday, February 9, 2023	6	Come From Away
Thursday, March 2, 2023	8	Hadestown
Thursday, March 23, 2023	8	Six
Thursday, April 6, 2023	8	Beetlejuice

## New Games & Promotions - continued



### Instant Game

“Ocean State Riches”

### Ticket Price

\$30

### Top Prize

\$500,000

### On Sale

January 7, 2023





## New Games & Promotions - continued



### Instant Game

“Rhode Island Super Loteria”

### Ticket Price

\$5

### Top Prize

\$40,000

### On Sale

January 7, 2023



## New Games & Promotions - continued



### Recent iLottery Game Launch:

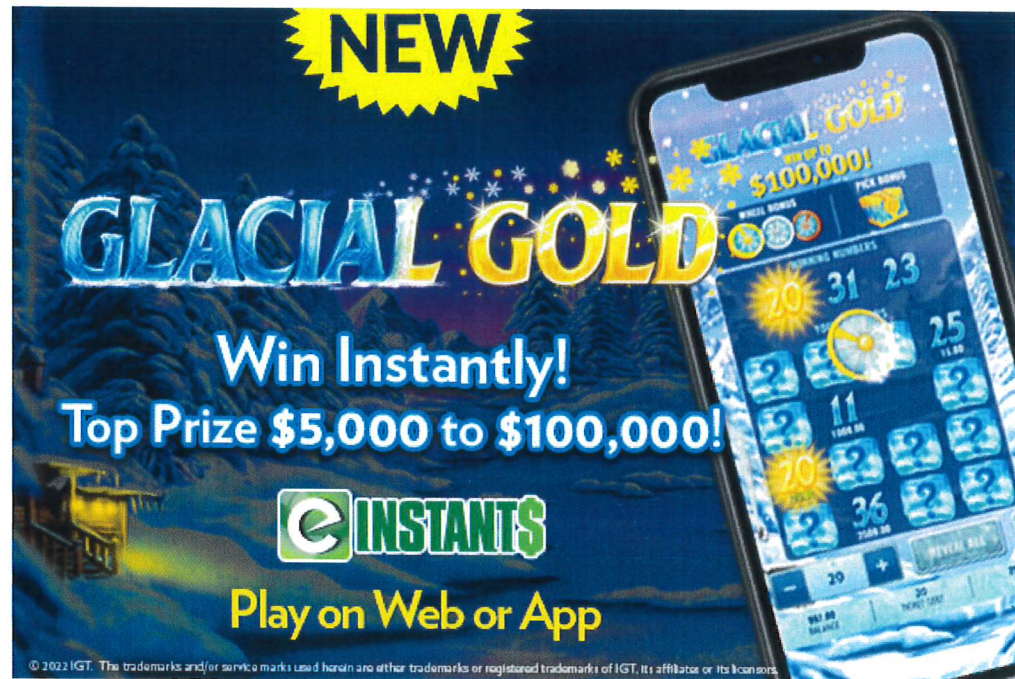
**“Glacial Gold”**

Top Prizes

**\$5,000 - \$100,000**

On Sale

**December 1, 2022**



## New Games & Promotions - continued



### Recent iLottery Game Launch:

**“Hog Heist”**

Top Prizes

**\$5,000 - \$100,000**

On Sale

**January 5, 2023**





## **Adjournment**

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### **Next Meeting**

**Monday, March 20, 2023**

**4:00 p.m.**