

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

**Monday, April 17, 2023  
4:00 PM**



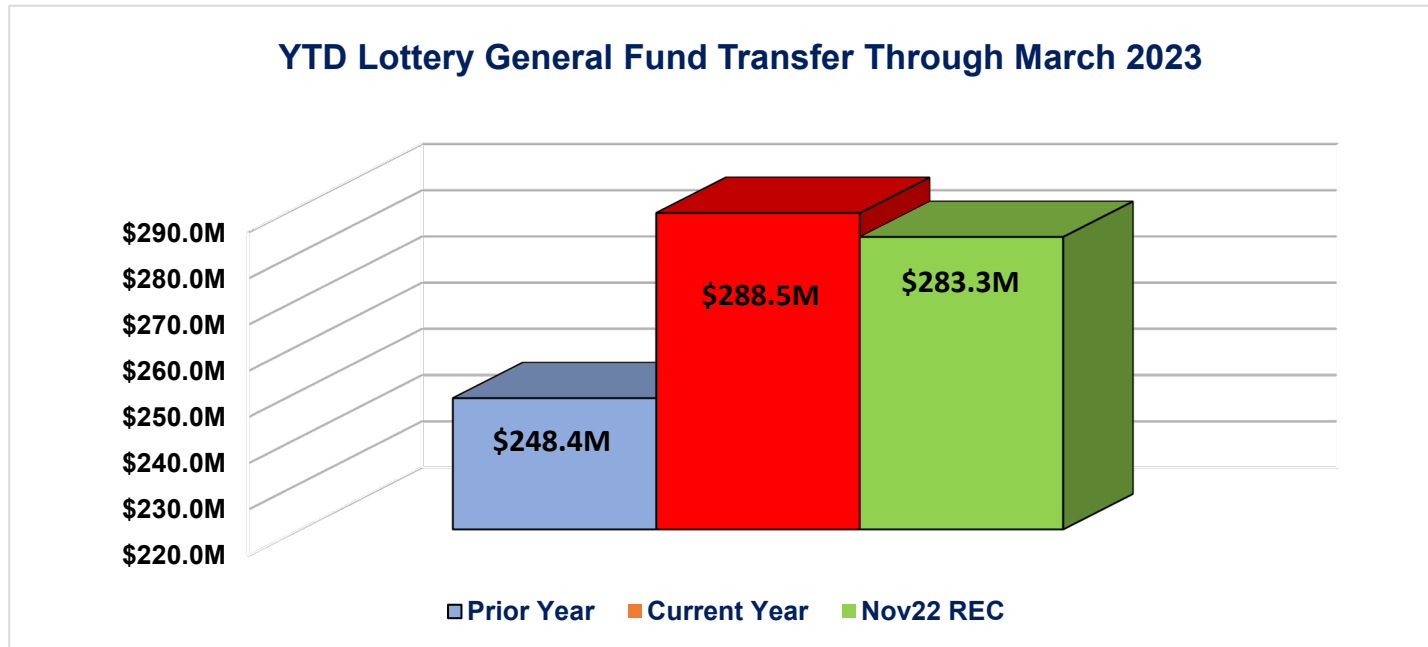
# Agenda



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

# Financial Update

## LOTTERY GENERAL FUND TRANSFER



**GENERAL FUND TRANSFER** – As of March 31, 2023, the Lottery’s General Fund Transfer was \$288.5M, which was approximately \$5.2M (1.8%) above the November 2022 Revenue Estimating Conference budgeted figure, and \$40.1M (16.2%) above the prior year.

*Note: This approximate \$5.2M is based on Lottery transfers, estimated by the Office of Revenue Analysis, of \$283.3M through March 31, 2023.*

### Lottery Revenue

- **Total Revenue** – of \$1.2B was \$83.3M, or 7.8%, **higher** than the prior year.
- **Instants** – Instant Ticket sales year-to-date were **\$93.6M**, which was a **decrease of 5.5%** compared to the prior year.
  - Compared to FY '19, pre-COVID, instant tkt sales are up 22.3% !!
- **Keno** – Keno sales year-to-date were **\$65.7M**, which reflect a **decrease of 1.6%** compared to the prior year.
- **Daily Numbers** – Numbers Game sales year-to-date were **\$16.5M**, which reflect a **decrease of 2.8%** compared to the prior year.
- **Powerball®** – Powerball® sales were **\$24.7M**, which was an **increase of 21.7%** compared to the prior year.

## Financial Update - continued



- **MEGA MILLIONS**<sup>®</sup> – Mega Million<sup>®</sup> sales year-to-date were **\$18.0M**, which was an **increase of 111.0%** compared to the prior year. The current year had a \$1.28-billion-dollar jackpot.
- **LUCKY FOR LIFE**<sup>®</sup> – Lucky for Life<sup>®</sup> sales year-to-date were **\$5.7M**, which reflects a **decrease of 6.1%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$6.6M**, which reflects an **increase of 47.5%** 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 **13.8% above** the prior year; and NTI at Bally's Tiverton was **14.0% above** the prior year, **for a combined increase of 13.8%, or \$48.2M.**

- **Table Games** – Net Table Game Revenue (NTGR) at Bally’s Twin River Lincoln was **9.5% above** the prior year; and at Bally’s Tiverton it was **7.0% above** the prior year, **for a combined increase of 9.0%, or \$8.4M.**
- **Sportsbook Rhode Island** – Through March 31, 2023:
  - Accrual write (handle) for the first nine months of **FY ‘23** was **3.9% higher** than the accrual write for the first nine months of **FY ‘22** (**\$417.5M in FY ‘23** compared to **\$401.7M in FY ‘22**).
  - Book Revenue (hold) YTD is **\$42.2M** which represents a **30.1%** increase when compared to last year’s book revenue of **\$32.4M.**
  - Hold percentage YTD in FY ‘23 is **10.1%** compared to **8.1%** last year.

# Facilities Update



# Facilities Update – Video NTI



## BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 4/15/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/09/23	\$ 2,304,340.74	\$ 2,004,126.25	\$ 300,214.49
04/10/23	\$ 2,361,055.99	\$ 2,056,545.10	\$ 304,510.89
04/11/23	\$ 1,924,372.52	\$ 1,634,448.53	\$ 289,923.99
04/12/23	\$ 2,186,184.74	\$ 1,874,373.68	\$ 311,811.06
04/13/23	\$ 2,346,649.53	\$ 2,030,471.13	\$ 316,178.40
04/14/23	\$ 3,110,695.08	\$ 2,702,483.55	\$ 408,211.53
04/15/23	\$ 3,614,921.52	\$ 3,107,837.14	\$ 507,084.38
Totals	\$ 17,848,220.12	\$ 15,410,285.38	\$ 2,437,934.74
Total NTI Week Ending 04/15/23			<b>\$ 2,437,934.74</b>
Total NTI Week Ending 04/16/22			<b>\$2,248,005.58</b>
<b>Increase:</b>			<b>8.45%</b>

# Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 4/15/23



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	04/09/23	04/10/23	04/11/23	04/12/23	04/13/23	04/14/23	04/15/23
03:00 - 04:00	11%	5%	3%	3%	5%	6%	10%
04:00 - 05:00	6%	4%	4%	3%	4%	5%	7%
05:00 - 06:00	6%	3%	4%	3%	6%	4%	7%
06:00 - 07:00	6%	2%	3%	3%	4%	5%	6%
07:00 - 08:00	7%	5%	5%	5%	7%	6%	9%
08:00 - 09:00	10%	9%	9%	9%	12%	11%	16%
09:00 - 10:00	14%	22%	19%	18%	20%	20%	29%
10:00 - 11:00	18%	32%	26%	30%	31%	33%	37%
11:00 - 12:00	28%	38%	39%	39%	38%	37%	42%
12:00 - 13:00	31%	45%	44%	45%	39%	42%	50%
13:00 - 14:00	33%	53%	41%	47%	40%	46%	53%
14:00 - 15:00	42%	54%	43%	47%	41%	42%	57%
15:00 - 16:00	52%	51%	41%	47%	41%	46%	62%
16:00 - 17:00	53%	49%	35%	43%	37%	46%	62%
17:00 - 18:00	53%	43%	34%	39%	38%	49%	64%
18:00 - 19:00	54%	44%	37%	40%	42%	55%	66%
19:00 - 20:00	55%	44%	36%	38%	45%	60%	68%
20:00 - 21:00	49%	39%	33%	38%	44%	62%	68%
21:00 - 22:00	41%	28%	30%	35%	41%	59%	67%
22:00 - 23:00	36%	23%	24%	30%	36%	54%	63%
23:00 - 00:00	25%	15%	20%	22%	27%	45%	50%
00:00 - 01:00	16%	11%	12%	16%	21%	33%	39%
01:00 - 02:00	9%	8%	6%	11%	14%	20%	28%
02:00 - 03:00	7%	6%	4%	7%	8%	14%	18%
Maximum Daily Usage	55%	54%	44%	47%	45%	62%	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 4/15/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/09/23	\$ 10,057,938.61	\$ 8,831,964.29	\$ 1,225,974.32
04/10/23	\$ 7,400,924.26	\$ 6,664,133.37	\$ 736,790.89
04/11/23	\$ 6,846,311.21	\$ 6,072,041.25	\$ 774,269.96
04/12/23	\$ 8,184,857.91	\$ 7,359,031.22	\$ 825,826.69
04/13/23	\$ 8,060,689.12	\$ 7,037,230.75	\$ 1,023,458.37
04/14/23	\$ 11,155,312.54	\$ 9,837,717.95	\$ 1,317,594.59
04/15/23	\$ 13,921,399.98	\$ 12,322,007.12	\$ 1,599,392.86
Totals	\$ 65,627,433.63	\$ 58,124,125.95	\$ 7,503,307.68
Total NTI Week Ending 04/15/23			<b>\$ 7,503,307.68</b>
Total NTI Week Ending 04/16/22			<b>\$8,091,466.77</b>
<b>Increase:</b>			<b>-7.27%</b>

# Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 4/15/23



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TWIN RIVER	04/09/23	04/10/23	04/11/23	04/12/23	04/13/23	04/14/23	04/15/23
03:00 - 04:00	17%	9%	5%	6%	6%	7%	16%
04:00 - 05:00	13%	6%	4%	4%	5%	5%	12%
05:00 - 06:00	9%	4%	4%	3%	4%	4%	8%
06:00 - 07:00	7%	4%	4%	4%	4%	3%	7%
07:00 - 08:00	8%	5%	5%	5%	6%	5%	9%
08:00 - 09:00	11%	7%	7%	8%	9%	8%	12%
09:00 - 10:00	17%	14%	15%	14%	15%	16%	21%
10:00 - 11:00	21%	22%	22%	26%	23%	23%	33%
11:00 - 12:00	29%	30%	28%	32%	31%	32%	41%
12:00 - 13:00	36%	36%	31%	37%	35%	38%	47%
13:00 - 14:00	44%	41%	38%	44%	38%	43%	55%
14:00 - 15:00	47%	41%	39%	45%	41%	46%	57%
15:00 - 16:00	51%	40%	38%	43%	39%	45%	59%
16:00 - 17:00	52%	38%	37%	41%	37%	43%	60%
17:00 - 18:00	52%	35%	38%	38%	34%	46%	59%
18:00 - 19:00	53%	34%	39%	38%	37%	51%	63%
19:00 - 20:00	51%	34%	39%	40%	39%	55%	65%
20:00 - 21:00	53%	31%	38%	40%	37%	60%	69%
21:00 - 22:00	48%	29%	35%	36%	36%	58%	69%
22:00 - 23:00	43%	25%	29%	33%	31%	55%	65%
23:00 - 00:00	34%	20%	24%	25%	28%	47%	58%
00:00 - 01:00	24%	16%	18%	20%	21%	39%	47%
01:00 - 02:00	18%	11%	13%	14%	17%	30%	34%
02:00 - 03:00	11%	9%	9%	10%	11%	22%	25%
Maximum Daily Usage	53%	41%	39%	45%	41%	60%	69%
Number of VLTs	3,571	3,467	3,467	3,467	3,467	3,467	3,467

# Marketing/Promotions

### Promotion:

## “Earth Day iLottery Promotion”



From April 22<sup>nd</sup> through April 26<sup>th</sup>, a player who makes any iLottery wager on eInstants or Keno online will be entered into a drawing to win \$22. Since Earth Day first began in the United States in 1970, the Lottery will draw 70 players to win.

## Other Updates

## Next Meeting

**Monday, May 15, 2023**

**4:00 p.m.**