

**Permanent Joint Committee on
State Lottery Meeting
Monday, April 22, 2024
4:00 PM**



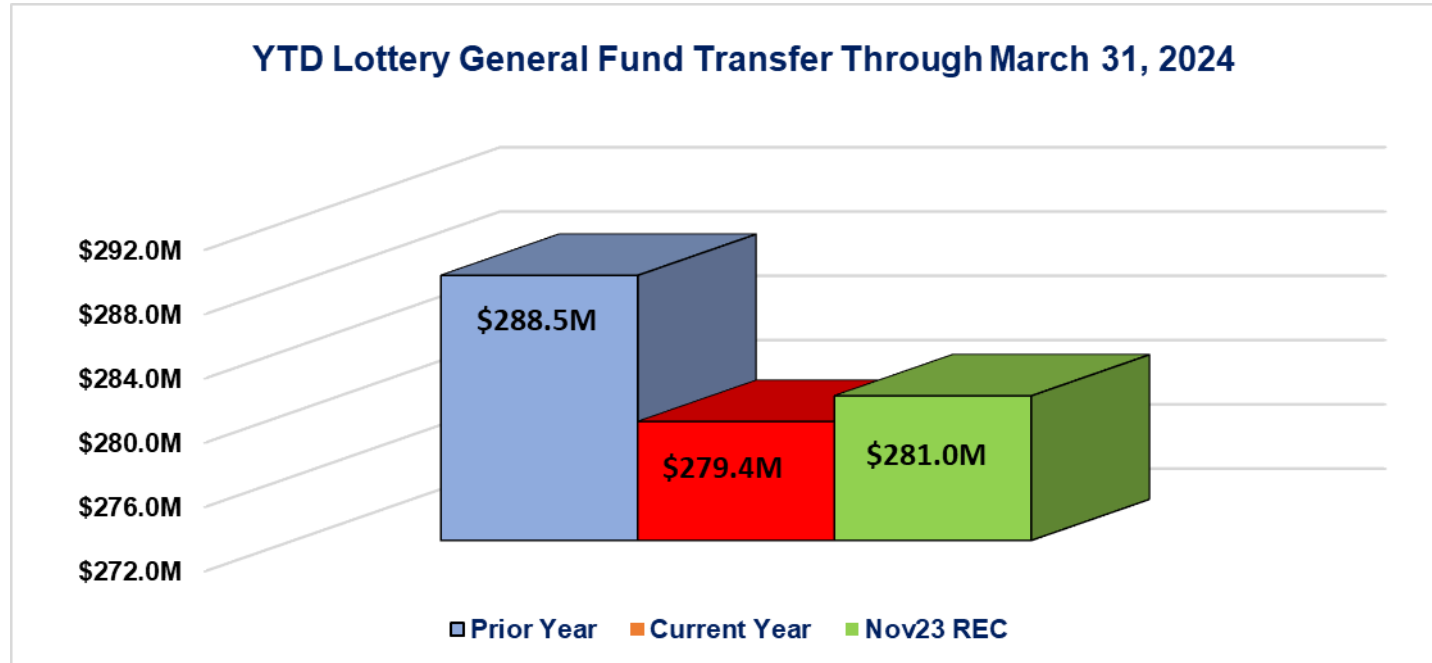
Agenda



- 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, 2024, the Lottery’s General Fund Transfer totaled \$279.4M, which was \$1.7M (.6%) less than the November 2023 Revenue Estimating Conference budgeted figure, and \$9.1M less than prior year.

Note: Monthly revenue transfers are estimated by the Office of Revenue Analysis based on the Revenue Estimating Conference consensus forecast.

Lottery Revenue by Product

- **Total Revenue** – of **\$1.2B** was lower than the prior year by \$40M, or 3.5%.
- **Traditional Lottery Revenue** - Total sales were \$243.7M through March, which was an **increase of 1.0%** year-over-year.
- **Instants** – Instant and eInstant ticket sales through March were **\$99.9M**, which was an **increase of .4%** compared to the prior year.
- **Keno** – Through March, Keno sales for both retail and online were **\$69.2M**, which was a **decrease of .1%** compared to the prior year.
- **Daily Numbers** – The Numbers Game sales through March were **\$17.0M**, which reflects an **increase of 2.8%** compared to the prior year.

Financial Update - continued

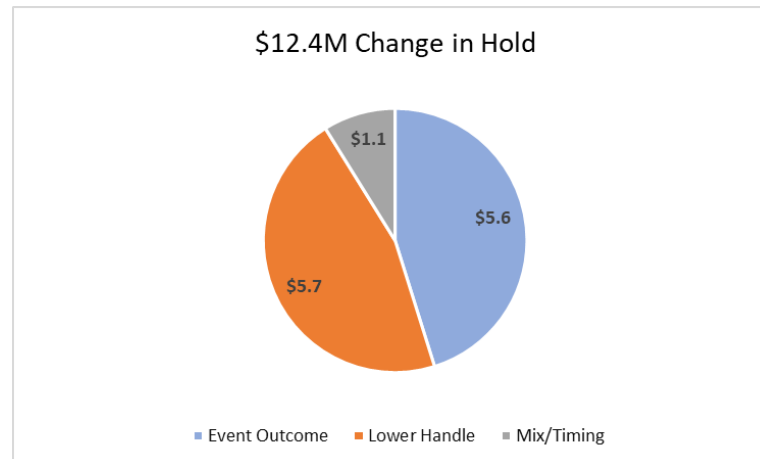


- **Powerball®** – Powerball® sales were **\$29.3M**, which was an **increase of 18.8%** compared to the prior year. Sales were up 180% for the month of March.
- **MEGA MILLIONS®** – Mega Million® sales through March were **\$15.7M**, which was a **decrease of 12.3%** compared to the prior year. For the month of March, sales were up 152%.
- **LUCKY FOR LIFE®** – Lucky for Life® sales through March were **\$5.8M**, which reflects an **increase of 1.5%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$5.1M**, which reflects a **decrease of 22.3%** compared to the prior year. The prior year had the highest jackpot of the game's history (\$763K) in October '22.
- **Bingo** – Bingo sales through March totaled **\$1.7M**, which reflects an **increase of 38.7%** compared to the prior year.

- **Video Lottery** – Net Terminal Income (NTI) through March at Bally's Twin River Lincoln was **1.6% lower** than the prior year; and NTI at Bally's Tiverton was **1.0% above** the prior year, **for a combined decrease of 1.0%.**
- **Table Games** – Net Table Game Revenue (NTGR) through March at Bally's Twin River Lincoln was **1.6% less** the prior year; and at Bally's Tiverton it was **7.2% less** than the prior year, **for a combined decrease of 2.7%.**

Financial Update - continued

- **Sportsbook Rhode Island** – Through March 31, 2024:
 - Accrual write (handle) was **16.0% less** than the accrual write for the prior year (**\$350.8M in FY24** compared to **\$417.5M in FY23**).
 - Hold percentage YTD FY24 was **8.5%**, compared to **10.1%** for the prior year.
 - Book Revenue (hold) YTD was **\$29.8M**, which represents a **29.3% decrease** when compared to prior year's book revenue of **\$42.2M**.

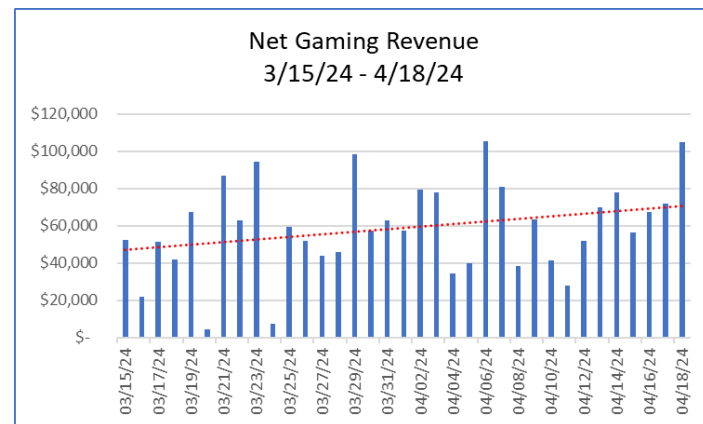
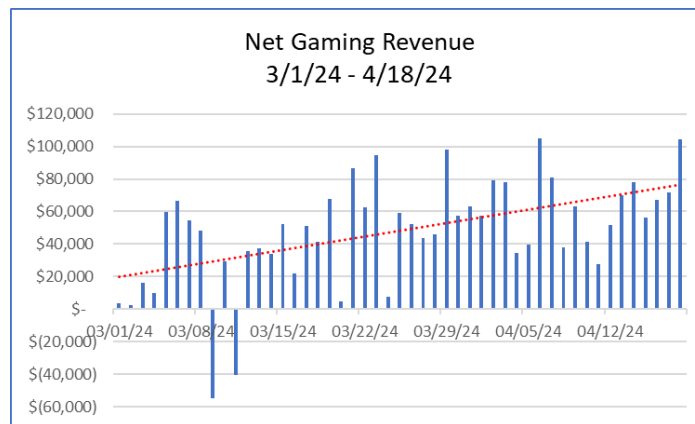


Financial Update - continued



iGaming – iGaming commenced operations on March 1, 2024.

- iGaming Net Gaming Revenue (Wagers less Prizes) through March 31, 2024, was **\$1.0M** for Slots, and **\$0.2M** for Tables.



- There were 4,951 customer at the end of March; 7,391 at EOB on 4/18/24
- Excluding the first week of operation, we averaged 134 new customers per day.

Highly Successful iGaming Launch

Facilities Update

Facilities Update – Video NTI



BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 04/20/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/14/24	\$ 2,651,992.90	\$ 2,265,160.73	\$ 386,832.17
04/15/24	\$ 2,536,582.40	\$ 2,219,112.26	\$ 317,470.14
04/16/24	\$ 2,103,905.15	\$ 1,806,750.39	\$ 297,154.76
04/17/24	\$ 2,098,615.81	\$ 1,798,966.45	\$ 299,649.36
04/18/24	\$ 2,353,024.60	\$ 2,012,273.61	\$ 340,750.99
04/19/24	\$ 3,190,959.01	\$ 2,755,735.43	\$ 435,223.58
04/20/24	\$ 3,493,347.90	\$ 2,993,231.21	\$ 500,116.69
Totals	\$ 18,428,427.77	\$ 15,851,230.08	\$ 2,577,197.69
Total NTI Week Ending 04/20/24			\$ 2,577,197.69
Total NTI Week Ending 04/22/23			\$ 2,428,716.35
Increase:			6.11%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 04/20/24



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	04/14/24	04/15/24	04/16/24	04/17/24	04/18/24	04/19/24	04/20/24
03:00 - 04:00	11%	2%	5%	5%	3%	5%	9%
04:00 - 05:00	8%	3%	5%	3%	3%	5%	6%
05:00 - 06:00	6%	3%	3%	2%	2%	3%	5%
06:00 - 07:00	6%	4%	4%	3%	5%	3%	8%
07:00 - 08:00	8%	7%	5%	8%	6%	7%	12%
08:00 - 09:00	14%	10%	10%	9%	8%	13%	16%
09:00 - 10:00	24%	19%	16%	17%	14%	20%	26%
10:00 - 11:00	30%	31%	26%	27%	26%	31%	36%
11:00 - 12:00	37%	38%	30%	37%	34%	42%	44%
12:00 - 13:00	44%	45%	35%	39%	41%	45%	50%
13:00 - 14:00	56%	52%	37%	45%	46%	52%	56%
14:00 - 15:00	60%	53%	39%	48%	48%	54%	57%
15:00 - 16:00	61%	55%	42%	47%	47%	54%	57%
16:00 - 17:00	61%	53%	38%	42%	43%	53%	56%
17:00 - 18:00	53%	49%	37%	38%	45%	53%	58%
18:00 - 19:00	51%	45%	35%	37%	46%	61%	61%
19:00 - 20:00	50%	48%	37%	40%	49%	67%	66%
20:00 - 21:00	43%	41%	37%	35%	42%	68%	66%
21:00 - 22:00	39%	33%	32%	32%	37%	68%	67%
22:00 - 23:00	30%	27%	28%	25%	32%	60%	59%
23:00 - 00:00	21%	18%	22%	17%	22%	48%	47%
00:00 - 01:00	17%	13%	15%	12%	19%	35%	36%
01:00 - 02:00	11%	10%	9%	9%	11%	24%	26%
02:00 - 03:00	7%	9%	7%	6%	9%	17%	19%
Maximum Daily Usage	61%	55%	42%	48%	49%	68%	67%
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 04/20/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/14/24	\$ 12,151,292.52	\$ 10,900,249.22	\$ 1,251,043.30
04/15/24	\$ 7,250,627.99	\$ 6,472,338.73	\$ 778,289.26
04/16/24	\$ 6,322,129.72	\$ 5,751,458.11	\$ 570,671.61
04/17/24	\$ 7,390,043.27	\$ 6,428,628.16	\$ 961,415.11
04/18/24	\$ 8,121,488.69	\$ 7,068,056.43	\$ 1,053,432.26
04/19/24	\$ 12,089,988.48	\$ 10,639,324.17	\$ 1,450,664.31
04/20/24	\$ 14,183,999.82	\$ 12,557,164.15	\$ 1,626,835.67
Totals	\$ 67,509,570.49	\$ 59,817,218.97	\$ 7,692,351.52
Total NTI Week Ending 04/20/24			\$ 7,692,351.52
Total NTI Week Ending 04/22/23			\$ 7,910,351.89
Increase:			-2.76%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 04/20/24



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TWIN RIVER	04/14/24	04/15/24	04/16/24	04/17/24	04/18/24	04/19/24	04/20/24
03:00 - 04:00	16%	8%	5%	5%	6%	7%	14%
04:00 - 05:00	12%	5%	4%	5%	5%	5%	10%
05:00 - 06:00	9%	4%	3%	4%	4%	5%	8%
06:00 - 07:00	7%	4%	4%	3%	4%	5%	7%
07:00 - 08:00	8%	5%	5%	4%	5%	6%	8%
08:00 - 09:00	13%	7%	7%	7%	7%	8%	12%
09:00 - 10:00	20%	13%	11%	13%	12%	15%	20%
10:00 - 11:00	30%	19%	18%	22%	18%	22%	29%
11:00 - 12:00	37%	26%	25%	30%	24%	29%	38%
12:00 - 13:00	50%	32%	29%	34%	30%	36%	42%
13:00 - 14:00	53%	38%	31%	37%	36%	43%	49%
14:00 - 15:00	57%	40%	32%	39%	36%	44%	54%
15:00 - 16:00	67%	39%	31%	38%	37%	45%	58%
16:00 - 17:00	65%	36%	30%	35%	36%	44%	58%
17:00 - 18:00	60%	33%	27%	33%	34%	45%	59%
18:00 - 19:00	55%	30%	27%	33%	35%	50%	61%
19:00 - 20:00	48%	29%	28%	34%	37%	54%	64%
20:00 - 21:00	46%	27%	28%	34%	36%	54%	64%
21:00 - 22:00	42%	26%	28%	30%	32%	55%	62%
22:00 - 23:00	39%	22%	25%	27%	29%	52%	58%
23:00 - 00:00	32%	19%	20%	21%	23%	46%	51%
00:00 - 01:00	24%	14%	14%	17%	18%	37%	42%
01:00 - 02:00	18%	10%	11%	13%	14%	29%	32%
02:00 - 03:00	13%	7%	8%	9%	9%	21%	23%
Maximum Daily Usage	67%	40%	32%	39%	37%	55%	64%
Number of VLTs	3,900	3,900	3,900	3,900	3,900	3,900	3,900

Marketing/Promotions

Promotion:

“Powerball Buy 5, Get 1 Free Promotion”



- Powerball Anniversary Promotion ran April 7-20
- When players purchased a single Powerball ticket with 5 boards, they received a free \$2 Powerball Quick Pick.

Promotion:

“Earth Day Giveaway”

A promotional graphic for an Earth Day Giveaway. The background features a stylized green and blue globe on the right and a sunburst pattern on the left. The text is centered and reads: "Earth Day Giveaway!" in a large, green, cursive font. Below it, "APRIL 19-21" is in a smaller, blue, sans-serif font. Then, "WAGER \$2" is in a green, bold, sans-serif font. This is followed by "ON ANY INSTANT OR KENO ONLINE" in a blue, bold, sans-serif font. Below that, "AND GET \$5" is in a green, bold, sans-serif font. The text continues with "in iLottery Bonus Money!*" in a green, cursive font. At the bottom left, there is a green button with the text "LET'S PLAY" in white, bold, sans-serif font. Below the button, in small text, it says "*One bonus per player per day." At the bottom right, there are logos for "INSTANTS" and "KENO" in blue and green. To the right of these logos is a circular seal that says "PLEASE PLAY RESPONSIBLY" around the perimeter and "877-9GAMBLE 877-942-6253" in the center.

Earth Day Giveaway!
APRIL 19-21
WAGER \$2
ON ANY INSTANT OR KENO ONLINE
AND GET \$5
in iLottery Bonus Money!*

LET'S PLAY

*One bonus per player per day.

INSTANTS KENO

PLEASE PLAY RESPONSIBLY
877-9GAMBLE
877-942-6253

- iLottery Promotion ran April 19-21, leading up to Earth Day.
- Players were awarded \$5 in iLottery Bonus Money when they made a \$2 or higher wager on any elnstant or Keno game online.
- Limit of 1 bonus per player per day.

Other Updates

Next Meeting

Monday, May 20, 2024

4:00 p.m.