

Permanent Joint Committee on State Lottery Meeting

**Monday, May 15, 2023
4:00 PM**



Agenda



- 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**

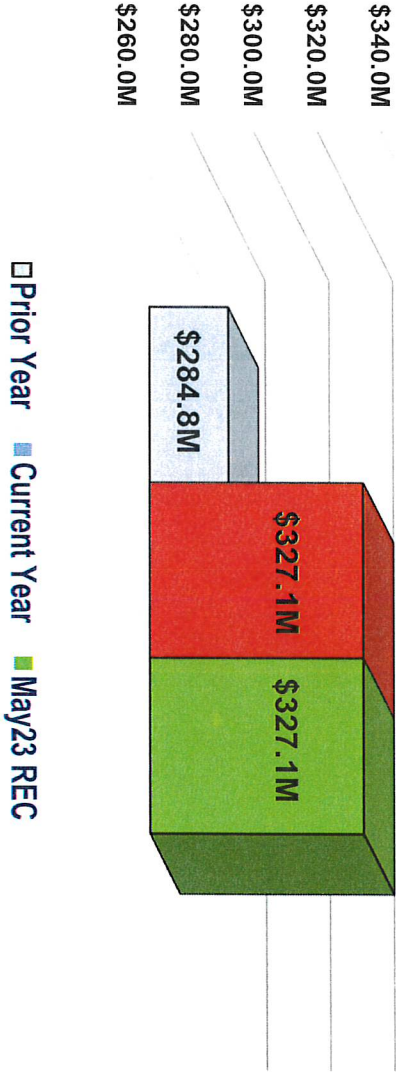
Financial Update

Financial Update



LOTTERY GENERAL FUND TRANSFER

YTD Lottery General Fund Transfer Through April 2023



- GENERAL FUND TRANSFER¹ – As of April 30, 2023, the Lottery’s General Fund Transfer to date was \$327M, and was approximately even with the May 2023 Revenue Estimating Conference’s budgeted figure.
- May REC – The May REC increased Lottery’s projected General Fund contribution, for FY ‘23, to \$434.2M. This an increase of **11.7% over the FY ‘22** General Fund transfer.

¹ This approximate break even is based on Lottery transfers, estimated by the Office of Revenue Analysis, of \$327.1M through April 30, 2023.

Financial Update - continued



Lottery Revenue

- **Total Revenue** – of \$1.3B was \$79.9M, or 6.7%, **higher** than the prior year.
- **Instant** – Instant Ticket sales year-to-date were **\$103.9M**, which was a **decrease of 5.4%** compared to the prior year.
 - Compared to FY '19, pre-COVID, instant tkt sales are up 21.8% !!
- **Keno** – Keno sales year-to-date were **\$73.5M**, which reflects a **decrease of 1.6%** compared to the prior year.
- **Daily Numbers** – Numbers Game sales year-to-date were **\$18.4M**, which reflects a **decrease of 2.7%** compared to the prior year.
- **Powerball**® – Powerball® sales were **\$26.2M**, which was an **increase of 15.3%** compared to the prior year.

Financial Update - continued



- **MEGA MILLIONS®** – Mega Million® sales year-to-date were **\$19.0M**, which was an **increase of 107.0%** compared to the prior year. The current year had a \$1.28-billion-dollar jackpot.
- **LUCKY FOR LIFE®** – Lucky for Life® sales year-to-date were **\$6.3M**, which reflects a **decrease of 6.0%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$7.1M**, which reflects an **increase of 46.6%** 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 **11.7% above** the prior year; and NTI at Bally's Tiverton was **12.9% above** the prior year, for a **combined increase of 12.0%, or \$47.2M**.

Financial Update - continued



- **Table Games** – Net Table Game Revenue (NTGR) at Bally's Twin River Lincoln was **9.4% above** the prior year; and at Bally's Tiverton it was **6.4% above** the prior year, **for a combined increase of 8.8%, or \$9.2M.**
- **Sportsbook Rhode Island** – Through April 30, 2023:
 - Accrual write (handle) for the first ten months of **FY '23** was **3.0% higher** than the accrual write for the first nine months of **FY '22 (\$455.0M in FY '23** compared to **\$441.9M in FY '22).**
 - Book Revenue (hold) YTD is **\$45.2M** which represents a **28.9%** increase when compared to last year's book revenue of **\$35.1M.**
 - Hold percentage YTD in FY '23 is **9.9%** compared to **7.9%** last year.

Facilities Update

Facilities Update – Video NTI



BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 5/13/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
05/07/23	\$ 2,478,270.28	\$ 2,157,607.60	\$ 320,662.68
05/08/23	\$ 2,131,155.69	\$ 1,844,662.73	\$ 286,492.96
05/09/23	\$ 1,921,348.09	\$ 1,635,805.80	\$ 285,542.29
05/10/23	\$ 1,806,369.15	\$ 1,521,160.97	\$ 285,208.18
05/11/23	\$ 2,122,635.46	\$ 1,822,622.41	\$ 300,013.05
05/12/23	\$ 3,019,213.04	\$ 2,596,870.75	\$ 422,342.29
05/13/23	\$ 2,945,744.22	\$ 2,556,700.66	\$ 389,043.56
Totals	\$ 16,424,735.93	\$ 14,135,430.92	\$ 2,289,305.01
Total NTI Week Ending 05/13/23			\$ 2,289,305.01
Total NTI Week Ending 05/14/22			\$2,312,836.84
Increase:			-1.02%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 5/13/23



TIVERTON	Sunday 05/07/23	Monday 05/08/23	Tuesday 05/09/23	Wednesday 05/10/23	Thursday 05/11/23	Friday 05/12/23	Saturday 05/13/23
03:00 - 04:00	12%	5%	3%	3%	3%	5%	10%
04:00 - 05:00	8%	3%	2%	3%	2%	4%	6%
05:00 - 06:00	6%	2%	3%	2%	2%	3%	6%
06:00 - 07:00	6%	2%	4%	2%	5%	4%	7%
07:00 - 08:00	6%	4%	6%	5%	6%	6%	8%
08:00 - 09:00	12%	9%	9%	8%	10%	9%	13%
09:00 - 10:00	19%	19%	19%	20%	16%	20%	19%
10:00 - 11:00	30%	29%	29%	28%	28%	33%	28%
11:00 - 12:00	40%	35%	34%	37%	36%	43%	38%
12:00 - 13:00	47%	41%	37%	41%	37%	42%	42%
13:00 - 14:00	51%	49%	41%	46%	37%	44%	45%
14:00 - 15:00	57%	48%	42%	47%	38%	44%	52%
15:00 - 16:00	56%	43%	40%	40%	40%	47%	50%
16:00 - 17:00	57%	43%	35%	42%	40%	45%	48%
17:00 - 18:00	53%	41%	33%	35%	36%	45%	52%
18:00 - 19:00	49%	45%	34%	39%	38%	53%	64%
19:00 - 20:00	46%	40%	37%	39%	44%	63%	66%
20:00 - 21:00	41%	32%	35%	33%	42%	67%	66%
21:00 - 22:00	38%	29%	28%	31%	37%	65%	67%
22:00 - 23:00	29%	26%	22%	25%	30%	57%	57%
23:00 - 00:00	25%	21%	18%	17%	25%	43%	46%
00:00 - 01:00	17%	13%	14%	11%	17%	31%	36%
01:00 - 02:00	12%	9%	12%	8%	13%	24%	27%
02:00 - 03:00	8%	5%	5%	6%	9%	14%	18%
Maximum Daily Usage	57%	49%	42%	47%	44%	67%	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 5/13/23

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
05/07/23	\$ 12,064,940.46	\$ 10,765,669.29	\$ 1,299,271.17
05/08/23	\$ 6,482,787.52	\$ 5,738,413.18	\$ 744,374.34
05/09/23	\$ 7,622,377.38	\$ 6,848,163.95	\$ 774,213.43
05/10/23	\$ 6,522,604.53	\$ 5,774,279.93	\$ 748,324.60
05/11/23	\$ 7,734,076.74	\$ 6,763,923.64	\$ 970,153.10
05/12/23	\$ 10,841,562.07	\$ 9,537,769.91	\$ 1,303,792.16
05/13/23	\$ 14,284,635.96	\$ 12,688,756.66	\$ 1,595,879.30
Totals	\$ 65,552,984.66	\$ 58,116,976.56	\$ 7,436,008.10
Total NTI Week Ending 05/13/23			\$ 7,436,008.10
Total NTI Week Ending 05/14/22			\$8,222,930.89
Increase:			-9.57%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 5/13/23



TWIN RIVER	Sunday 05/07/23	Monday 05/08/23	Tuesday 05/09/23	Wednesday 05/10/23	Thursday 05/11/23	Friday 05/12/23	Saturday 05/13/23
03:00 - 04:00	18%	8%	5%	5%	6%	7%	15%
04:00 - 05:00	13%	6%	4%	4%	5%	5%	12%
05:00 - 06:00	8%	4%	3%	3%	3%	4%	9%
06:00 - 07:00	7%	3%	3%	3%	3%	5%	7%
07:00 - 08:00	8%	4%	3%	4%	4%	5%	9%
08:00 - 09:00	14%	7%	6%	6%	7%	8%	13%
09:00 - 10:00	18%	14%	13%	12%	15%	16%	23%
10:00 - 11:00	27%	20%	23%	19%	21%	25%	31%
11:00 - 12:00	35%	26%	27%	25%	27%	31%	36%
12:00 - 13:00	40%	29%	31%	27%	30%	32%	39%
13:00 - 14:00	50%	31%	33%	30%	33%	37%	44%
14:00 - 15:00	52%	31%	33%	31%	33%	38%	50%
15:00 - 16:00	55%	31%	34%	31%	33%	37%	50%
16:00 - 17:00	54%	30%	34%	29%	31%	38%	52%
17:00 - 18:00	52%	27%	35%	27%	29%	39%	50%
18:00 - 19:00	49%	27%	36%	27%	32%	43%	55%
19:00 - 20:00	48%	26%	37%	28%	32%	48%	59%
20:00 - 21:00	46%	25%	36%	29%	32%	52%	60%
21:00 - 22:00	41%	25%	32%	28%	30%	51%	59%
22:00 - 23:00	36%	21%	26%	25%	26%	50%	58%
23:00 - 00:00	30%	19%	21%	20%	24%	42%	52%
00:00 - 01:00	22%	12%	16%	17%	18%	37%	43%
01:00 - 02:00	16%	10%	11%	12%	13%	30%	32%
02:00 - 03:00	11%	6%	8%	9%	9%	22%	24%
Maximum Daily Usage	55%	31%	37%	31%	33%	52%	60%
Number of VLTs	3,900	3,900	3,900	3,900	3,900	3,900	3,900

Marketing/Promotions

New Games & Promotions



Promotion:

“Lucky for Life \$50,000 Giveaway”

Throughout the month of May, any Lucky for Life wager could win \$25 on the spot. Prizes are awarded at random. \$50,000 in total prizes will be awarded. Players can redeem their \$25 prize right away, or anytime before June 30.

Other Updates

Adjournment



Next Meeting

Monday, June 19, 2023

4:00 p.m.