

**Permanent Joint Committee on
State Lottery Meeting
Monday, May 20, 2024
4:00 PM**



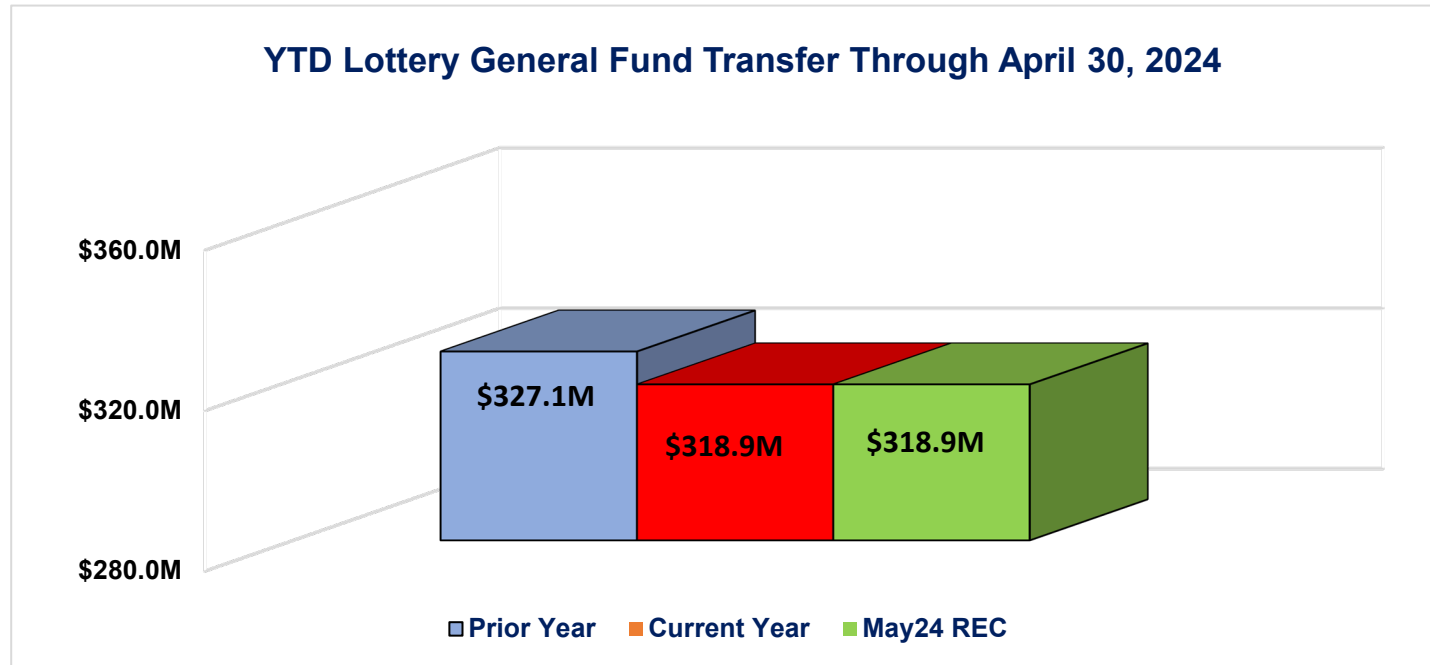
Agenda



- 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

LOTTERY GENERAL FUND TRANSFER



GENERAL FUND TRANSFER – As of April 30, 2024, the Lottery’s General Fund Transfer to date is approximately even with the May 2024 Revenue Estimating Conference budgeted figure, and \$8.2M 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 **\$1.3B** is **\$6M** greater than prior year, or **.5%**.
- **Traditional Lottery Revenue** - Total sales were **\$270.8M** through April, which was an **increase of 1.6%** year-over-year.
- **Instants** – Instant and eInstant ticket sales through April were **\$111.5M**, which was an **increase of .8%** compared to the prior year.
- **Keno** – Through April, Keno sales for both retail and online were **\$77.0M**, which was a **decrease of .6%** compared to the prior year.
- **Daily Numbers** – The Numbers Game sales through April were **\$18.8M**, which reflects an **increase of 2.0%** compared to the prior year.

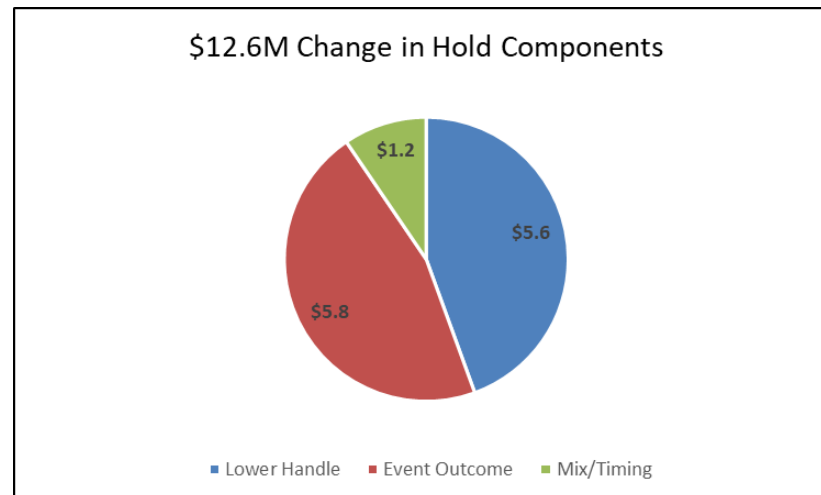
Financial Update - continued



- **Powerball®** – Powerball® sales were **\$32.7M**, which was an **increase of 24.4%** compared to the prior year. Sales were up 113% for the month of April.
- **MEGA MILLIONS®** – Mega Million® sales through April were **\$16.8M**, which was a **decrease of 11.8%** compared to the prior year.
- **LUCKY FOR LIFE®** – Lucky for Life® sales through April were **\$6.4M**, which reflects an **increase of 1.3%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$5.8M**, which reflects a **decrease of 18.4%** 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 April totaled **\$1.9M**, which reflects an **increase of 36.3%** compared to the prior year.

- **Video Lottery** – Net Terminal Income (NTI) through April at Bally's Twin River Lincoln was **2.1% lower** than the prior year; and NTI at Bally's Tiverton was **1.0% above** the prior year, **for a combined decrease of 1.4% (\$6.2M)**.
- **Table Games** – Net Table Game Revenue (NTGR) through April at Bally's Twin River Lincoln was **3.2% less** the prior year; and at Bally's Tiverton it was **8.2% less** than the prior year, **for a combined decrease of 4.1%**.

- **Sportsbook Rhode Island** – Through April 30, 2024:
 - Accrual write (handle) was **14.6% less** than the accrual write for the prior year (**\$388.6M in FY24** compared to **\$455.0M in FY23**).
 - Hold percentage YTD FY24 was **8.4%**, compared to **9.9%** for the prior year.
 - Book Revenue (hold) YTD was **\$32.6M**, which represents a **27.9% decrease** when compared to prior year's book revenue of **\$45.2M**.

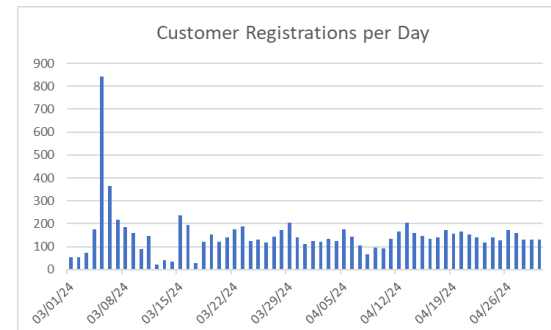
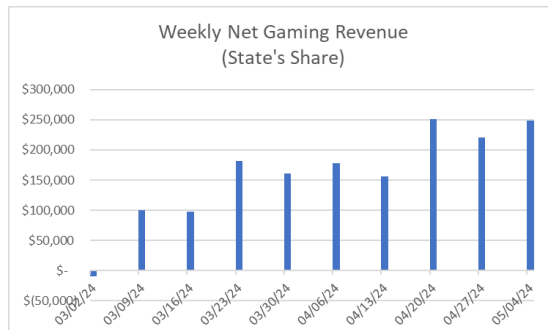


Financial Update - continued



iGaming – iGaming commenced operations on March 1, 2024.

- iGaming Net Gaming Revenue (NGR = Wagers less Prizes) through April, totaled **\$3.3M**:
 - **\$2.3M** from iSlots
 - **\$1.0M** from iTables.
- There were 9,111 customers at the end of April.
- We averaged 149 new customers/day since launch and 139 new customers per day in April.



Facilities Update

Facilities Update – Video NTI



BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 05/18/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/12/24	\$ 3,378,958.22	\$ 2,919,421.30	\$ 459,536.92
04/13/24	\$ 2,443,069.51	\$ 2,127,014.92	\$ 316,054.59
04/14/24	\$ 1,870,999.56	\$ 1,629,358.58	\$ 241,640.98
04/15/24	\$ 2,241,136.52	\$ 1,984,512.01	\$ 256,624.51
04/16/24	\$ 2,544,334.95	\$ 2,193,584.95	\$ 350,750.00
04/17/24	\$ 3,131,978.67	\$ 2,764,057.17	\$ 367,921.50
04/18/24	\$ 4,097,448.12	\$ 3,667,546.57	\$ 429,901.55
Totals	\$ 19,707,925.55	\$ 17,285,495.50	\$ 2,422,430.05
Total NTI Week Ending 04/18/24			\$ 2,422,430.05
Total NTI Week Ending 04/20/23			\$ 2,549,368.33
Increase:			-4.98%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 05/18/24



	Sunday 05/12/24	Monday 05/13/24	Tuesday 05/14/24	Wednesday 05/15/24	Thursday 05/16/24	Friday 05/17/24	Saturday 05/18/24
TIVERTON							
03:00 - 04:00	13%	4%	4%	3%	4%	6%	11%
04:00 - 05:00	7%	3%	3%	2%	3%	4%	7%
05:00 - 06:00	6%	3%	2%	2%	2%	4%	5%
06:00 - 07:00	6%	6%	1%	2%	5%	4%	5%
07:00 - 08:00	9%	7%	3%	5%	6%	6%	7%
08:00 - 09:00	14%	13%	9%	10%	11%	11%	18%
09:00 - 10:00	24%	22%	19%	19%	20%	21%	27%
10:00 - 11:00	38%	30%	31%	35%	28%	33%	34%
11:00 - 12:00	46%	36%	34%	42%	43%	41%	42%
12:00 - 13:00	55%	41%	37%	45%	46%	43%	50%
13:00 - 14:00	68%	48%	37%	45%	51%	45%	55%
14:00 - 15:00	78%	49%	35%	46%	52%	48%	62%
15:00 - 16:00	79%	42%	35%	44%	49%	47%	64%
16:00 - 17:00	78%	42%	34%	44%	46%	43%	62%
17:00 - 18:00	74%	43%	35%	44%	42%	45%	65%
18:00 - 19:00	69%	43%	29%	40%	42%	54%	70%
19:00 - 20:00	64%	43%	34%	37%	44%	58%	74%
20:00 - 21:00	60%	37%	30%	36%	42%	60%	77%
21:00 - 22:00	58%	30%	28%	30%	40%	61%	72%
22:00 - 23:00	46%	24%	23%	21%	35%	56%	66%
23:00 - 00:00	35%	21%	17%	15%	23%	47%	53%
00:00 - 01:00	20%	14%	11%	12%	15%	38%	39%
01:00 - 02:00	13%	9%	9%	8%	13%	28%	28%
02:00 - 03:00	9%	7%	6%	5%	8%	19%	19%
Maximum Daily Usage	79%	49%	37%	46%	52%	61%	77%
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 05/18/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
04/12/24	\$ 12,661,484.92	\$ 11,114,868.57	\$ 1,546,616.35
04/13/24	\$ 6,782,804.29	\$ 5,997,256.44	\$ 785,547.85
04/14/24	\$ 6,231,664.20	\$ 5,554,119.10	\$ 677,545.10
04/15/24	\$ 6,980,252.07	\$ 6,148,278.61	\$ 831,973.46
04/16/24	\$ 8,669,006.32	\$ 7,588,897.52	\$ 1,080,108.80
04/17/24	\$ 10,906,642.39	\$ 9,615,546.41	\$ 1,291,095.98
04/18/24	\$ 13,990,851.61	\$ 12,263,501.81	\$ 1,727,349.80
Totals	\$ 66,222,705.80	\$ 58,282,468.46	\$ 7,940,237.34
Total NTI Week Ending 04/18/24			\$ 7,940,237.34
Total NTI Week Ending 04/20/23			\$ 7,598,676.34
Increase:			4.50%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 05/18/24



	Sunday 05/12/24	Monday 05/13/24	Tuesday 05/14/24	Wednesday 05/15/24	Thursday 05/16/24	Friday 05/17/24	Saturday 05/18/24
TWIN RIVER							
03:00 - 04:00	16%	9%	5%	5%	5%	7%	13%
04:00 - 05:00	13%	6%	3%	4%	4%	6%	10%
05:00 - 06:00	8%	4%	3%	3%	3%	4%	8%
06:00 - 07:00	6%	4%	3%	3%	3%	3%	7%
07:00 - 08:00	9%	4%	3%	3%	4%	4%	9%
08:00 - 09:00	14%	6%	6%	6%	6%	8%	12%
09:00 - 10:00	21%	11%	12%	12%	11%	14%	21%
10:00 - 11:00	30%	16%	18%	21%	21%	23%	30%
11:00 - 12:00	39%	24%	22%	28%	27%	27%	37%
12:00 - 13:00	45%	28%	26%	33%	31%	33%	44%
13:00 - 14:00	55%	31%	28%	35%	36%	39%	51%
14:00 - 15:00	64%	33%	30%	35%	36%	40%	55%
15:00 - 16:00	66%	32%	30%	34%	37%	40%	60%
16:00 - 17:00	67%	28%	28%	33%	36%	39%	60%
17:00 - 18:00	66%	26%	26%	31%	37%	38%	59%
18:00 - 19:00	65%	26%	26%	31%	39%	44%	60%
19:00 - 20:00	60%	25%	27%	31%	40%	48%	63%
20:00 - 21:00	57%	24%	25%	31%	37%	52%	63%
21:00 - 22:00	50%	23%	24%	31%	35%	51%	61%
22:00 - 23:00	42%	22%	22%	26%	32%	49%	57%
23:00 - 00:00	33%	19%	16%	19%	26%	43%	52%
00:00 - 01:00	26%	14%	14%	15%	21%	37%	41%
01:00 - 02:00	19%	11%	10%	11%	15%	28%	30%
02:00 - 03:00	15%	8%	7%	9%	11%	21%	21%
Maximum Daily Usage	67%	33%	30%	35%	40%	52%	63%
Number of VLTs	3,900	3,900	3,900	3,900	3,900	3,900	3,900

Marketing/Promotions

Promotion:

“Wilder Money – Extra \$50K in May”



- Each Wild Money jackpot won in May will get an additional \$50,000.
- There's been 1 jackpot hit so far this month.

Promotion:

“Birthday Bonus”



- Each Tuesday in May, we'll match players' iLottery deposits by 50% with iLottery Bonus Money.
- Players are eligible to receive the bonus once each Tuesday.

Other Updates

Next Meeting

Monday, June 17, 2024

4:00 p.m.