

**Permanent Joint Committee on
State Lottery Meeting
Monday, September 23, 2024
4:00 PM**



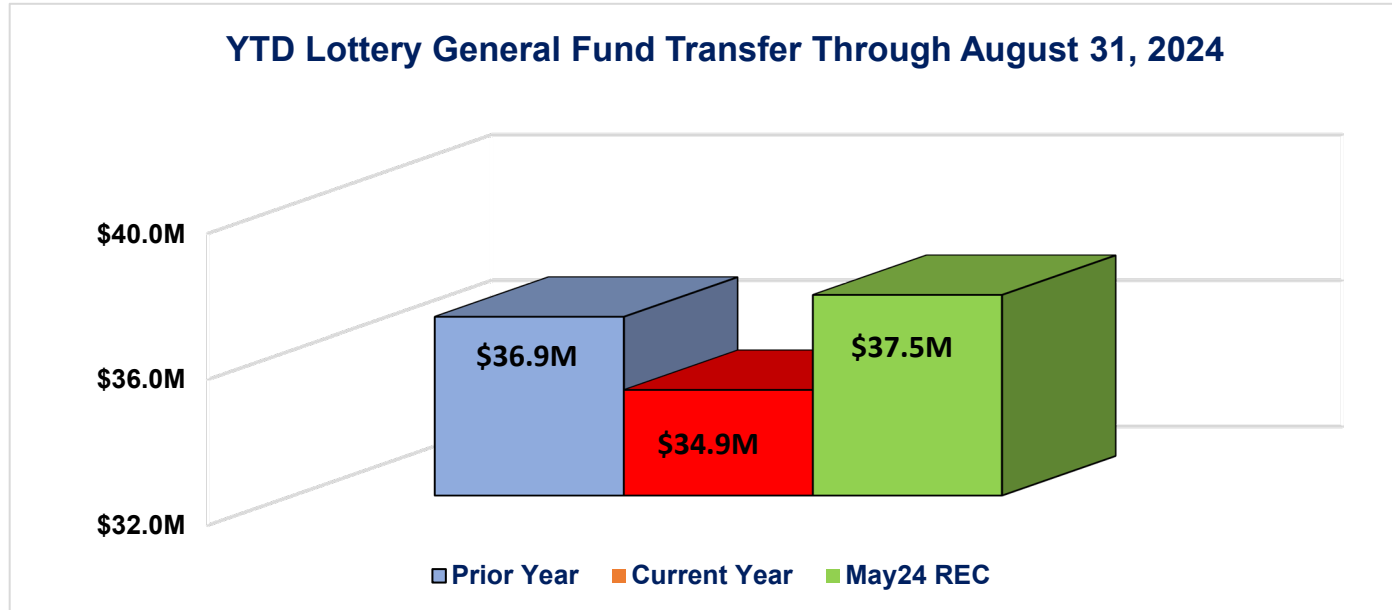
Agenda



- 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 August 31, 2024, the Lottery’s General Fund Transfer was \$34.9M, which was approximately \$2.6M (6.9%) less than the May 2024 Revenue Estimating Conference budgeted figure, and \$2.0M (5.5%) 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 Sales by Product

- **Traditional Lottery** - Total sales were **\$50.6M** through August, which was a **decrease of 11.4%** year-over-year.
- **Instants** – Instant and eInstant ticket sales through August were **\$22.6M**, which was an **increase of 7.3%** compared to the prior year.
- **Keno** – Through August, Keno sales for both retail and online were **\$15.3M**, which was a **decrease of .1%** compared to the prior year.
- **Daily Numbers** – The Numbers Game sales through August were **\$3.6M**, which reflects a **decrease of 6.7%** compared to the prior year.

Financial Update - continued



- **Powerball®** – Powerball® sales were **\$2.9M**, which was a **decrease of 59.6%** compared to the prior year. Powerball® had jackpots in excess of \$1 billion in July and October 2023.
- **MEGA MILLIONS®** – Mega Million® sales through August were **\$2.7M**, which was a **decrease of 60.4%** compared to the prior year. This game also had a jackpot in excess of \$1 billion in August 2023.
- **LUCKY FOR LIFE®** – Lucky for Life® sales through August were **\$1.3M**, which reflects a **decrease of 2.0%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$1.7M**, which reflects an **increase of 49.6%** compared to the prior year. Already this fiscal year we have had two jackpots in excess of \$350,000.
- **Bingo** – Bingo sales through August totaled **\$.5M**, which reflects an **increase of 38.7%** compared to the prior year.

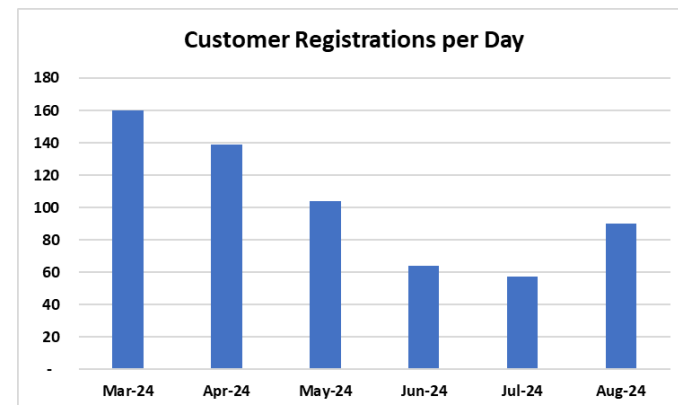
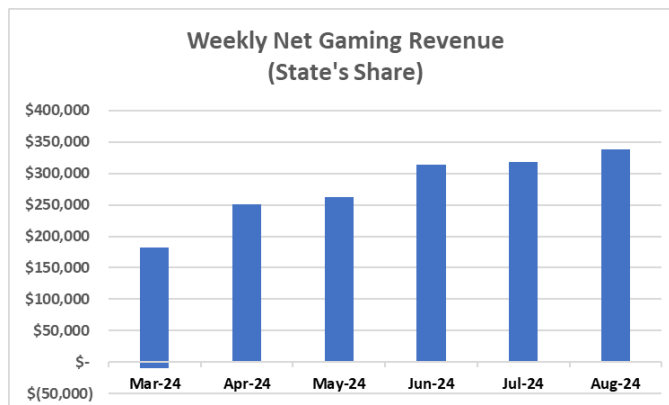
- **Video Lottery** – Net Terminal Income (NTI) through August at Bally's Twin River Lincoln was **6.4% lower** than the prior year; and NTI at Bally's Tiverton was **1.7% above** the prior year, **for a combined decrease of 4.4%.**
- **Table Games** – Net Table Game Revenue (NTGR) through August at Bally's Twin River Lincoln was **1.0% less** than prior year; and at Bally's Tiverton it was **1.2% less** than the prior year, **for a combined decrease of 1.0%.**

Financial Update - continued



iGaming – iGaming commenced operations on March 1, 2024.

- iGaming Net Gaming Revenue (NGR = Wagers less Prizes) through August, totaled **\$5.6M**:
 - **\$3.9M** from iSlots
 - **\$1.7M** from iTables.
- There were 19,441 registered customers at the end of August.
- We averaged 102 new customers/day since launch and 90 new customers per day in August.



- **Sportsbook Rhode Island** – Through August 31, 2024:
 - The accrual write (handle) was **24.6% higher** than the accrual write for the prior year (**\$53.2M in FY25** compared to **\$42.7M in FY24**).
 - Through August, 83.9% of the amount wagered is originating from on-line accounts, versus 77.5% the prior year.
 - Book Revenue (hold) YTD was **\$4.6M**, which represents a **40.6% increase** when compared to prior year's book revenue of **\$3.3M**.
 - The hold percentage YTD FY24 was **8.6%**, compared to **7.6%** for the prior year.

Facilities Update

Facilities Update – Video NTI



BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 09/21/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
09/15/24	\$ 2,641,809.89	\$ 2,326,469.45	\$ 315,340.44
09/16/24	\$ 2,161,313.57	\$ 1,871,981.39	\$ 289,332.18
09/17/24	\$ 1,994,939.29	\$ 1,757,564.45	\$ 237,374.84
09/18/24	\$ 2,001,166.89	\$ 1,762,801.37	\$ 238,365.52
09/19/24	\$ 2,394,406.96	\$ 2,085,059.84	\$ 309,347.12
09/20/24	\$ 3,475,045.45	\$ 2,957,171.73	\$ 517,873.72
09/21/24	\$ 3,382,855.38	\$ 2,918,853.52	\$ 464,001.86
Totals	\$ 18,051,537.43	\$ 15,679,901.75	\$ 2,371,635.68
Total NTI Week Ending 09/21/24			\$ 2,371,635.68
Total NTI Week Ending 09/23/23			\$ 2,343,064.69
Increase:			1.22%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 09/21/24



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	09/15/24	09/16/24	09/17/24	09/18/24	09/19/24	09/20/24	09/21/24
03:00 - 04:00	10%	2%	1%	3%	3%	3%	9%
04:00 - 05:00	8%	2%	2%	3%	2%	2%	6%
05:00 - 06:00	8%	2%	2%	2%	4%	3%	5%
06:00 - 07:00	7%	2%	2%	3%	4%	3%	5%
07:00 - 08:00	12%	4%	4%	3%	6%	5%	10%
08:00 - 09:00	18%	8%	6%	8%	10%	8%	14%
09:00 - 10:00	24%	21%	16%	18%	21%	19%	25%
10:00 - 11:00	30%	27%	23%	27%	33%	35%	29%
11:00 - 12:00	40%	35%	35%	35%	36%	40%	35%
12:00 - 13:00	41%	38%	41%	43%	41%	46%	41%
13:00 - 14:00	45%	42%	43%	45%	48%	55%	52%
14:00 - 15:00	51%	40%	41%	46%	47%	55%	55%
15:00 - 16:00	53%	36%	38%	41%	41%	52%	61%
16:00 - 17:00	54%	35%	34%	36%	39%	52%	63%
17:00 - 18:00	49%	36%	34%	33%	36%	51%	62%
18:00 - 19:00	48%	36%	37%	34%	36%	55%	65%
19:00 - 20:00	45%	37%	34%	36%	41%	61%	66%
20:00 - 21:00	42%	33%	30%	35%	38%	63%	65%
21:00 - 22:00	39%	29%	27%	27%	32%	59%	59%
22:00 - 23:00	32%	23%	22%	24%	24%	51%	53%
23:00 - 00:00	23%	18%	18%	19%	18%	42%	41%
00:00 - 01:00	15%	12%	11%	11%	14%	32%	32%
01:00 - 02:00	10%	7%	7%	7%	9%	24%	21%
02:00 - 03:00	6%	3%	4%	3%	6%	15%	14%
Maximum Daily Usage	54%	42%	43%	46%	48%	63%	66%
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 09/21/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
09/15/24	\$ 9,209,270.08	\$ 8,204,543.59	\$ 1,004,726.49
09/16/24	\$ 6,588,831.26	\$ 5,859,651.76	\$ 729,179.50
09/17/24	\$ 6,090,614.25	\$ 5,450,813.84	\$ 639,800.41
09/18/24	\$ 7,079,957.63	\$ 6,225,567.20	\$ 854,390.43
09/19/24	\$ 7,038,634.23	\$ 6,303,582.20	\$ 735,052.03
09/20/24	\$ 10,993,753.98	\$ 9,673,640.11	\$ 1,320,113.87
09/21/24	\$ 13,226,534.68	\$ 11,607,504.02	\$ 1,619,030.66
Totals	\$ 60,227,596.11	\$ 53,325,302.72	\$ 6,902,293.39
Total NTI Week Ending 09/21/24			\$ 6,902,293.39
Total NTI Week Ending 09/23/23			\$ 6,859,500.02
Increase:			0.62%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 09/21/24



	Sunday 09/15/24	Monday 09/16/24	Tuesday 09/17/24	Wednesday 09/18/24	Thursday 09/19/24	Friday 09/20/24	Saturday 09/21/24
TWIN RIVER							
03:00 - 04:00	12%	6%	5%	5%	5%	6%	13%
04:00 - 05:00	10%	4%	4%	4%	4%	4%	10%
05:00 - 06:00	7%	3%	2%	3%	3%	3%	7%
06:00 - 07:00	7%	3%	3%	2%	3%	3%	5%
07:00 - 08:00	7%	3%	3%	3%	4%	4%	7%
08:00 - 09:00	11%	4%	5%	6%	6%	6%	11%
09:00 - 10:00	17%	10%	11%	12%	10%	14%	18%
10:00 - 11:00	21%	16%	18%	19%	16%	21%	24%
11:00 - 12:00	27%	23%	22%	25%	24%	29%	31%
12:00 - 13:00	32%	26%	24%	28%	27%	33%	37%
13:00 - 14:00	39%	29%	28%	30%	32%	36%	46%
14:00 - 15:00	44%	30%	29%	31%	31%	36%	51%
15:00 - 16:00	45%	29%	28%	32%	31%	37%	54%
16:00 - 17:00	44%	29%	26%	29%	29%	37%	53%
17:00 - 18:00	44%	28%	24%	28%	28%	38%	51%
18:00 - 19:00	43%	27%	24%	26%	28%	43%	51%
19:00 - 20:00	41%	26%	28%	28%	29%	49%	53%
20:00 - 21:00	37%	23%	26%	27%	27%	51%	52%
21:00 - 22:00	35%	20%	25%	26%	26%	50%	51%
22:00 - 23:00	28%	17%	20%	23%	23%	48%	49%
23:00 - 00:00	22%	15%	15%	18%	21%	42%	42%
00:00 - 01:00	17%	12%	12%	12%	16%	34%	34%
01:00 - 02:00	12%	10%	9%	9%	12%	26%	25%
02:00 - 03:00	8%	7%	7%	7%	8%	18%	18%
Maximum Daily Usage	45%	30%	29%	32%	32%	51%	54%
Number of VLTs	3,900	3,900	3,900	3,900	3,900	3,900	3,900

Marketing/Promotions

Promotion:

“Birthday Bonanza”



- Every Lucky for Life ticket purchased in the month of September has the chance to win \$50 on the spot.
- We'll give away up to \$74,000 worth of \$50 prizes.
- \$50 prizes can be redeemed instantly at any Retailer.

Promotion:

“USA Today Wine & Food Experience”

- The first ever USA Today Win & Food Experience will be held in Providence at 195 District Park on Sept. 28.
- Foods from local restaurants will be available and the Lottery will be sponsoring the Lounge.
- Lottery staff will be selling our \$10 Anniversary Instant Ticket or asking for a \$10 Lucky for Life purchase in order to win a prize from our Prize Drop game.
- We conducted a giveaway for our VIP Club members for 4 people to each win a pair of tickets to the event.



Other Updates

Next Meeting

Monday, October 21, 2024

4:00 p.m.