

**Permanent Joint Committee on
State Lottery Meeting
Monday, October 21, 2024
4:00 PM**



Agenda



- 1. FY '24 Review**
- 2. Financial Update YTD FY '25**
- 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**

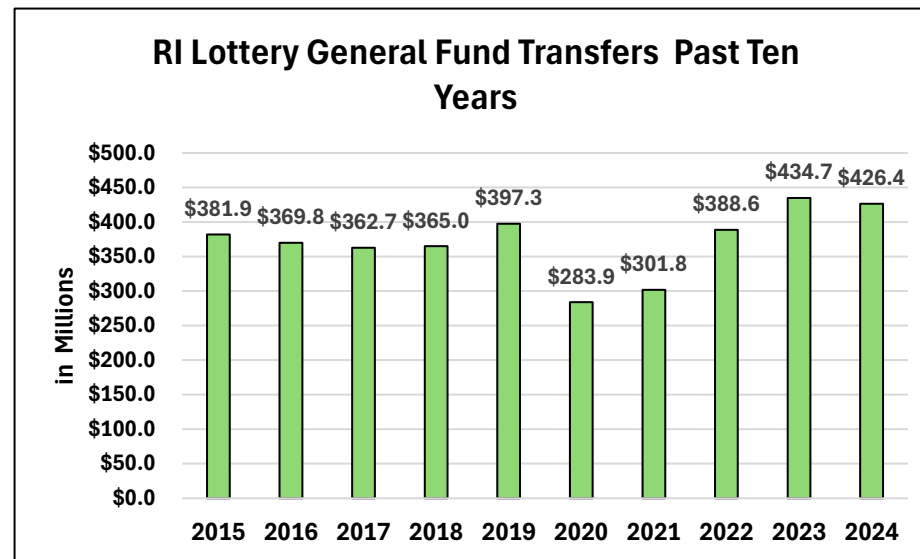
Fiscal Year 2024 Review

FY '24 Review



General Fund Transfers

Product Category (in Millions)	FY 2024	FY 2023	V\$	V%
Traditional Lottery Games	\$ 74.7	\$ 72.9	\$ 1.8	2.5%
VLTs	\$ 315.0	\$ 320.5	\$ (5.5)	-1.7%
Table Games	\$ 13.8	\$ 14.7	\$ (0.9)	-5.9%
Sports Book RI	\$ 19.9	\$ 26.6	\$ (6.7)	-25.2%
iGaming	\$ 3.0	\$ -	\$ 3.0	NA
TOTALS	\$ 426.4	\$ 434.7	\$ (8.2)	-1.9%



Traditional Lottery

- Celebration of our 50-year anniversary with various celebratory promotions on many of our games/products.
- 2nd Chance Promotion with the “50 Years” games which offers a \$1M “pick till you win” give away game in December. Five players will each have the chance to win \$1M.
- Approximately 5.1M instant tickets were sold during FY '24.
- Walmart was added as a Lottery retailer in Q2 of FY '24.
- Instant ticket games with annuity prize structures were released this year.
- Introduction of a RI's first \$50 Instant Ticket – the “\$2 Million Royale” game with a \$2M top prize.
- Paid \$205M in prizes to players of our traditional games.
- Paid \$21.4M in retailer commissions during the fiscal year.
- There were five Mega Millions and Powerball jackpots greater than \$1B during FY '24.

Sportsbook Rhode Island

- New Player Account Management module implemented which allows improved access to account information, cash deposits/withdrawals at the casino, and an improved ability to offer a wider variety of player promotions.
- Same Game Parlays were added to the SBRI menu of wagering options in Q2 of FY '24.
- The Sportsbook Rhode Island platform processed approximately 8M wagers during FY '24 iGaming.

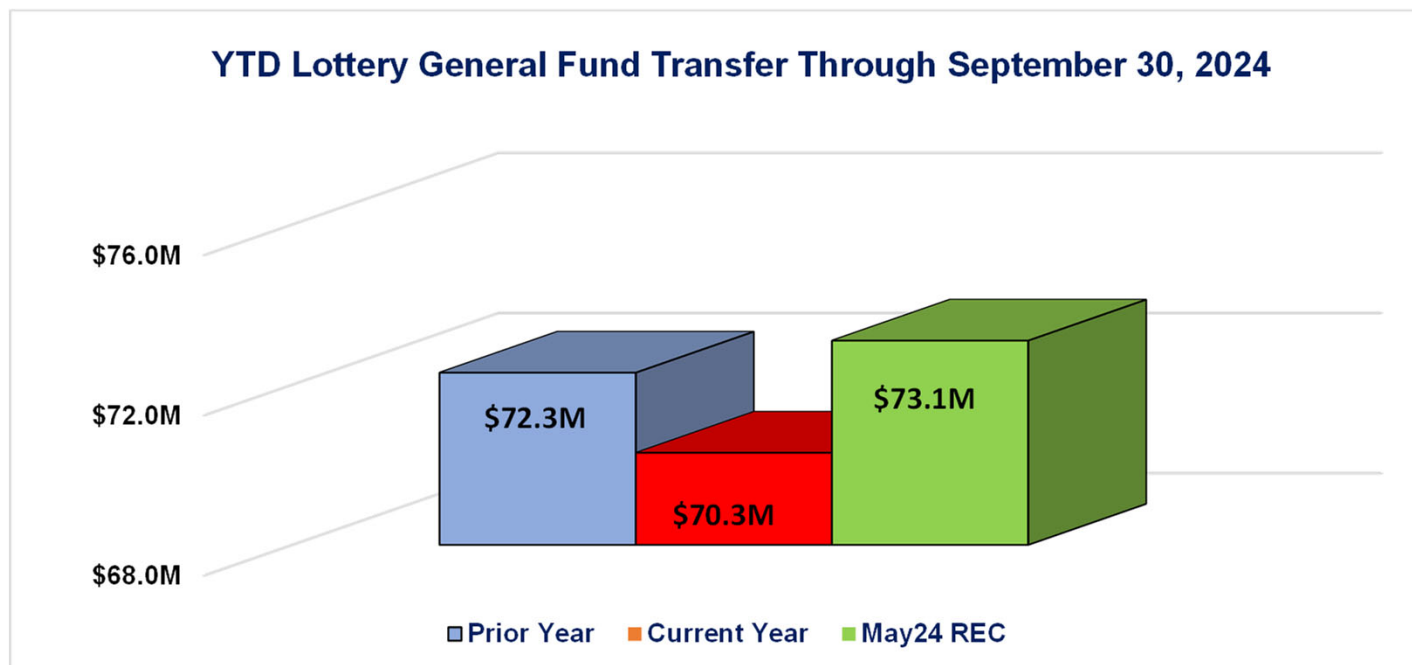
iGaming

- Successfully launched on March 1, 2024, after an 8-month implementation project.
- \$202.3M wagered on the iGaming platform inception through June 30th (\$108.4M iSlots/ \$93.9M iTables).
- 14,250 customers have registered on the iGaming platform through June 30th.

Financial Update

Financial Update

LOTTERY GENERAL FUND TRANSFER



GENERAL FUND TRANSFER – As of September 30, 2024, the Lottery’s General Fund Transfer was \$70.3M, which was approximately \$2.8M (3.8%) less than the May 2024 Revenue Estimating Conference budgeted figure, and \$2.0M (2.7%) less than prior year.

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

Financial Update - continued

Lottery Sales by Product

- **Traditional Lottery** - Total sales were **\$75.3M** through September, which was a **decrease of 9.0%** year-over-year.
- **Instants** – Instant and eInstant ticket sales through September were **\$33.4M**, which was an **increase of 7.5%** compared to the prior year.
- **Keno** – Through September, Keno sales for both retail and online were **\$22.7M**, which was a **decrease of .1%** compared to the prior year.
- **Daily Numbers** – The Numbers Game sales through September were **\$5.3M**, which reflects a **decrease of 6.6%** compared to the prior year.

Financial Update - continued

- **Powerball®** – Powerball® sales were **\$4.5M**, which was a **decrease of 59.5%** compared to the prior year. Powerball® had jackpots in excess of \$1 billion in July and October 2023.
- **MEGA MILLIONS®** – Mega Million® sales through September were **\$4.2M**, which was a **decrease of 46.5%** compared to the prior year. This game also had a jackpot in excess of \$1 billion in September 2023.
- **LUCKY FOR LIFE®** – Lucky for Life® sales through September were **\$2.1M**, which reflects an **increase of 6.9%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$2.2M**, which reflects an **increase of 32.2%** compared to the prior year. Already this fiscal year we have had two jackpots in excess of \$350,000.
- **Bingo** – Bingo sales through September totaled **\$.8M**, which reflects an **increase of 37.0%** compared to the prior year.

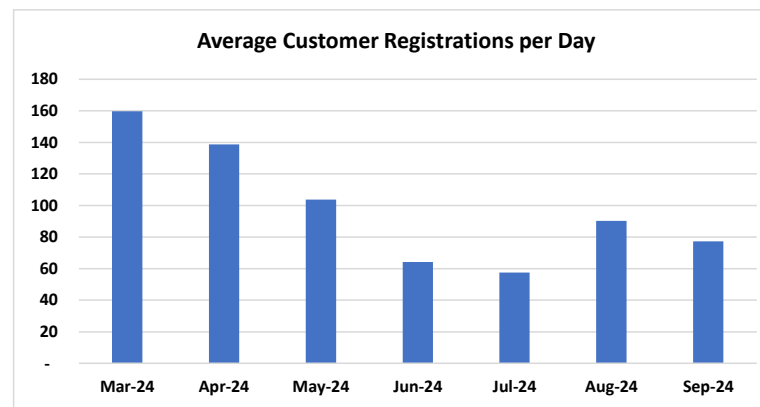
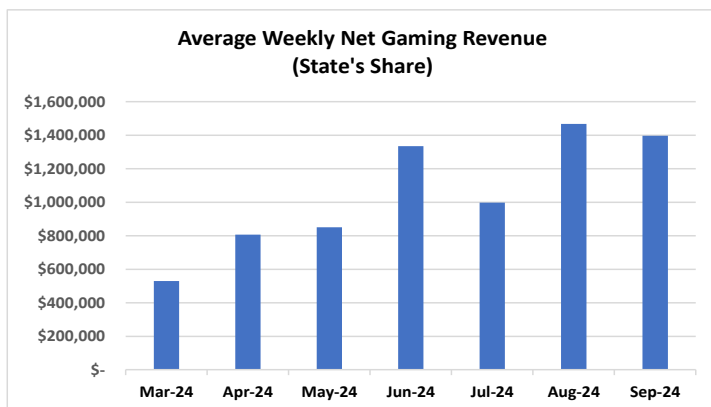
Financial Update - continued

- **Video Lottery** – Net Terminal Income (NTI) through September at Bally's Twin River Lincoln was **6.9% lower** than the prior year; and NTI at Bally's Tiverton was **.8% lower** the prior year, **for a combined decrease of 5.4%**.
- **Table Games** – Net Table Game Revenue (NTGR) through September at Bally's Twin River Lincoln was **.1% less** than prior year; and at Bally's Tiverton it was **7.5% less** than the prior year, **for a combined decrease of 1.3%**.

Financial Update - continued

iGaming – iGaming commenced operations on March 1, 2024.

- iGaming Net Gaming Revenue (NGR = Wagers less Prizes) through September, totaled **\$8.7M**:
 - **\$6.4M** from iSlots
 - **\$2.3M** from iTables.
- There were 21,807 registered customers at the end of September.
- We averaged 99 new customers/day since launch and 77 new customers per day in September.



Financial Update - continued

- **Sportsbook Rhode Island** – Through September 30, 2024:
 - The accrual write (handle) was **20.5% higher** than the accrual write for the prior year (**\$96.8M in FY25** compared to **\$80.4M in FY24**).
 - Through September, 81.8% of the amount wagered is originating from on-line accounts, versus 76.9% the prior year.
 - Book Revenue (hold) YTD was **\$9.9M**, which represents a **46.4% increase** when compared to prior year's book revenue of **\$6.7M**.
 - The hold percentage YTD FY24 was **10.2%**, compared to **8.4%** for the prior year.

Facilities Update

Facilities Update – Video NTI

BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 10/19/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
10/13/24	\$ 2,859,941.39	\$ 2,498,528.77	\$ 361,412.62
10/14/24	\$ 2,587,457.71	\$ 2,300,248.71	\$ 287,209.00
10/15/24	\$ 1,862,966.98	\$ 1,656,931.32	\$ 206,035.66
10/16/24	\$ 2,076,422.39	\$ 1,801,571.51	\$ 274,850.88
10/17/24	\$ 2,060,386.47	\$ 1,783,700.18	\$ 276,686.29
10/18/24	\$ 3,241,080.08	\$ 2,834,978.40	\$ 406,101.68
10/19/24	\$ 3,524,824.12	\$ 3,030,368.59	\$ 494,455.53
Totals	\$ 18,213,079.14	\$ 15,906,327.48	\$ 2,306,751.66
Total NTI Week Ending 10/19/24			\$ 2,306,751.66
Total NTI Week Ending 10/21/23			\$ 2,314,091.68
Increase:			-0.32%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE



WEEK ENDING 10/19/24

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	10/13/24	10/14/24	10/15/24	10/16/24	10/17/24	10/18/24	10/19/24
03:00 - 04:00	9%	5%	2%	2%	2%	6%	7%
04:00 - 05:00	5%	5%	2%	1%	2%	4%	4%
05:00 - 06:00	5%	4%	2%	2%	3%	3%	4%
06:00 - 07:00	6%	6%	2%	3%	4%	4%	4%
07:00 - 08:00	11%	7%	1%	4%	5%	4%	6%
08:00 - 09:00	14%	9%	6%	7%	9%	7%	12%
09:00 - 10:00	22%	21%	14%	17%	12%	16%	17%
10:00 - 11:00	28%	34%	22%	20%	23%	26%	26%
11:00 - 12:00	34%	38%	29%	31%	29%	35%	34%
12:00 - 13:00	41%	45%	34%	36%	35%	44%	41%
13:00 - 14:00	45%	56%	38%	38%	36%	45%	47%
14:00 - 15:00	47%	57%	37%	37%	39%	45%	52%
15:00 - 16:00	50%	58%	34%	34%	37%	41%	55%
16:00 - 17:00	53%	47%	33%	34%	32%	41%	54%
17:00 - 18:00	48%	41%	32%	32%	34%	44%	52%
18:00 - 19:00	47%	35%	28%	33%	34%	52%	58%
19:00 - 20:00	47%	36%	30%	34%	34%	52%	61%
20:00 - 21:00	46%	31%	27%	31%	32%	55%	62%
21:00 - 22:00	35%	24%	21%	29%	26%	53%	58%
22:00 - 23:00	33%	20%	17%	22%	21%	44%	51%
23:00 - 00:00	23%	15%	12%	15%	17%	38%	40%
00:00 - 01:00	16%	11%	9%	10%	13%	28%	31%
01:00 - 02:00	11%	5%	6%	7%	11%	20%	20%
02:00 - 03:00	8%	3%	3%	4%	8%	14%	17%
Maximum Daily Usage	53%	58%	38%	38%	39%	55%	62%
Number of VLTs	1,000	1,000	988	1,000	1,000	1,000	1,000

Facilities Update – Video NTI

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT NTI WEEK ENDING 10/19/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
10/13/24	\$ 10,687,065.85	\$ 9,445,762.87	\$ 1,241,302.98
10/14/24	\$ 8,338,844.74	\$ 7,311,291.45	\$ 1,027,553.29
10/15/24	\$ 5,771,500.37	\$ 5,062,448.79	\$ 709,051.58
10/16/24	\$ 6,506,546.53	\$ 5,664,110.78	\$ 842,435.75
10/17/24	\$ 7,299,173.65	\$ 6,439,738.59	\$ 859,435.06
10/18/24	\$ 10,411,379.15	\$ 8,976,316.68	\$ 1,435,062.47
10/19/24	\$ 12,892,924.29	\$ 11,293,932.18	\$ 1,598,992.11
Totals	\$ 61,907,434.58	\$ 54,193,601.34	\$ 7,713,833.24
Total NTI Week Ending 10/19/24			\$ 7,713,833.24
Total NTI Week Ending 10/21/23			\$ 7,441,237.92
Increase:			3.66%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT



MAXIMUM USAGE

WEEK ENDING 10/19/24

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TWIN RIVER	10/13/24	10/14/24	10/15/24	10/16/24	10/17/24	10/18/24	10/19/24
03:00 - 04:00	13%	7%	4%	5%	4%	5%	11%
04:00 - 05:00	10%	6%	3%	3%	4%	4%	9%
05:00 - 06:00	8%	4%	3%	2%	3%	4%	6%
06:00 - 07:00	7%	4%	3%	2%	3%	3%	6%
07:00 - 08:00	8%	5%	3%	3%	3%	4%	6%
08:00 - 09:00	12%	8%	5%	4%	5%	7%	10%
09:00 - 10:00	17%	14%	12%	9%	10%	13%	17%
10:00 - 11:00	23%	22%	18%	17%	16%	22%	22%
11:00 - 12:00	30%	30%	23%	25%	23%	29%	31%
12:00 - 13:00	35%	37%	27%	28%	27%	33%	34%
13:00 - 14:00	44%	47%	29%	29%	33%	36%	44%
14:00 - 15:00	46%	50%	30%	30%	34%	36%	47%
15:00 - 16:00	49%	47%	29%	30%	34%	35%	51%
16:00 - 17:00	48%	46%	26%	30%	31%	35%	51%
17:00 - 18:00	46%	40%	25%	28%	29%	35%	52%
18:00 - 19:00	46%	37%	25%	29%	33%	43%	54%
19:00 - 20:00	44%	33%	25%	30%	33%	48%	56%
20:00 - 21:00	42%	29%	24%	30%	32%	50%	58%
21:00 - 22:00	40%	26%	22%	25%	26%	48%	56%
22:00 - 23:00	37%	22%	20%	21%	24%	45%	52%
23:00 - 00:00	28%	17%	16%	17%	21%	39%	44%
00:00 - 01:00	23%	13%	10%	12%	16%	32%	36%
01:00 - 02:00	17%	10%	7%	9%	10%	25%	28%
02:00 - 03:00	12%	6%	6%	6%	7%	18%	21%
Maximum Daily Usage	49%	50%	30%	30%	34%	50%	58%
Number of VLTs	3,900	3,900	3,866	3,900	3,900	3,900	3,900

Marketing/Promotions

Marketing/Promotions

Promotion:

“Bingo Doubler”



- Promotion is available between 4 pm and 7 pm each day October 11-27.
- At random, Bingo draw game tickets will print with a Doubler message on the top.
- Bingo tickets with the Doubler message that win a prize, will win Double the prize amount!
- We ran this same promotion for the first time in June and brought it back again because it was very successful.

Marketing/Promotions - continued

Halloween Trick or Treat Promotions

- 2 retailer promotions scheduled:
 - Cumberland Farms in Wyoming, RI, on 10/24 from 11-1
 - Street Corner at the Warwick Mall on 10/31 from 12-2
- Players who buy a \$10, 50 Years Anniversary ticket, will receive a prize.



Other Promotions

- Lottery is sponsoring the Now 93.3 “Pick Your Priority” Vehicle giveaway, so 93.3 will be at the events giving away a key for the chance to win the car. Now 93.3 will promote the events on-air.
- Andy Gresh, radio and TV personality, will be hosting our Anniversary game event in December, and will also be at these promotions to talk about that event.

New Games



- Instant Games
- “Holiday Traditions”

Ticket Price

\$1, \$2, \$5, and \$10

On Sale

October 5, 2024

Highlights

- This year, we created a singular look and theme to go on all 4 holiday Instant Tickets. Additionally, each ticket is printed on holographic paper so they're sure to stand out at retail.

Other Updates

Adjournment

Next Meeting

Monday, November 18, 2024

4:00 p.m.