

Permanent Joint Committee on State Lottery Meeting

**Monday, November 21, 2022
4:00 PM**



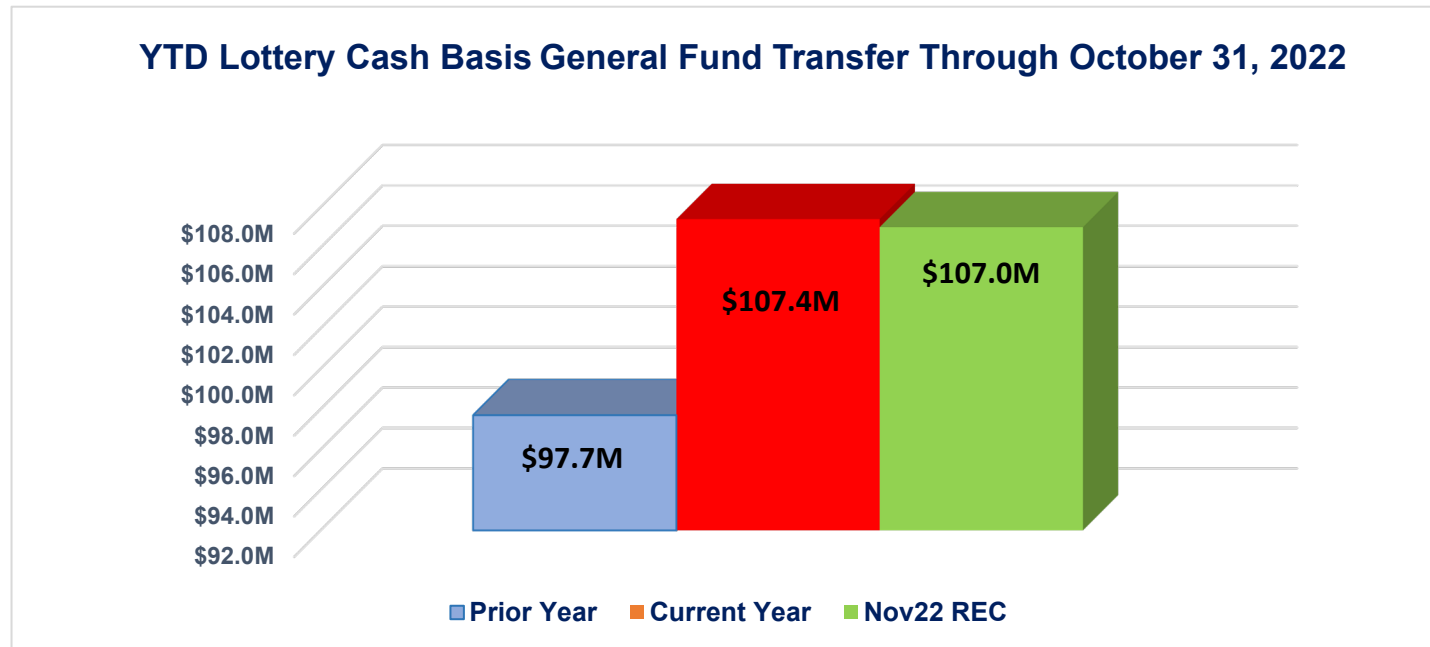
Agenda



- 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

YEAR-TO-DATE LOTTERY GENERAL FUND TRANSFER



GENERAL FUND TRANSFER – As of October 31, 2022, the Lottery’s Cash Basis General Fund Transfer was approximately \$400,000 (.4%) above the November 2022 Revenue Estimating Conference budgeted figure and \$9.7M (10.0%) above the prior year.

Note: This approximate \$400,000 is based on Lottery transfers, estimated by the Office of Revenue Analysis, of \$107.0M through October 31, 2022.

Lottery Revenue

- **Total Revenue** – of \$474.3M was \$19.6M, or 4.3%, higher than the prior year.
- **INSTANTS** – Instant Ticket sales year-to-date were **\$39.9M**, which was a **decrease of 9.8%** compared to the prior year.
 - Normalized instant sales are down 7.8% YOY.
 - Compared to FY '19, pre-COVID, instant tkt sales are up 16.3% !!
- **Keno** – Keno sales year-to-date were **\$28.8M**, which reflect a **decrease of 4.0%** compared to the prior year.
- **Daily Numbers** – Numbers Game sales year-to-date were **\$7.4M**, which reflect a **decrease of 5.2%** compared to the prior year.
- **POWERBALL®** – Powerball® sales were **\$9.4M**, which was a **decrease of 3.0%** compared to the prior year.

Financial Update - continued



- **MEGA MILLIONS®** – Mega Million® sales year-to-date were **\$8.8M**, which is an **increase of 113.7%** compared to the prior year. The current year had a \$1.28 billion jackpot on July 29, 2022.
- **LUCKY FOR LIFE®** – Lucky for Life® sales year-to-date were **\$2.5M**, which reflects a **decrease of 6.7%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$3.2M**, which reflects an **increase of 40.2%** 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 **9.5% above** the prior year; and NTI at Bally's Tiverton was **6.4% above** the prior year, **for a combined increase of 8.7%, or \$14.2M.**

- **Table Games** – Net Table Game Revenue (NTGR) at Bally’s Twin River Lincoln was **6.3% above** the prior year; and at Bally’s Tiverton it was **11.2% above** the prior year, **for a combined increase of 7.3%, or \$2.9M.**
- **Sportsbook Rhode Island** – Through October 31, 2022:
 - Accrual write (handle) for the first four months of Fiscal Year 2023 is **1.8% higher** than the accrual write for the first four months of Fiscal Year 2022 (**\$150.1M in FY ‘23** compared to **\$147.5M in FY ‘22**).
 - Book Revenue (hold) YTD is **\$18.4M** which represents a **53.1%** increase when compared to last year’s book revenue of **\$12.0M**.
 - Hold percentage YTD in FY ‘23 is **12.25%** compared to **8.14%** last year.

Facilities Update

Facilities Update – Video NTI



BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 11/19/22

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
11/13/22	\$ 2,231,723.90	\$ 1,920,493.29	\$ 311,230.61
11/14/22	\$ 1,794,881.05	\$ 1,502,893.17	\$ 291,987.88
11/15/22	\$ 1,776,666.91	\$ 1,559,818.03	\$ 216,848.88
11/16/22	\$ 1,878,731.05	\$ 1,639,281.17	\$ 239,449.88
11/17/22	\$ 2,120,170.17	\$ 1,836,737.11	\$ 283,433.06
11/18/22	\$ 2,524,734.35	\$ 2,159,613.79	\$ 365,120.56
11/19/22	\$ 2,905,211.59	\$ 2,522,483.94	\$ 382,727.65
Totals	\$ 15,232,119.02	\$ 13,141,320.50	\$ 2,090,798.52
Total NTI Week Ending 11/19/22			\$ 2,090,798.52
Total NTI Week Ending 11/20/21			\$1,914,663.30
Increase:			9.20%

Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 11/19/22



	Sunday 11/13/22	Monday 11/14/22	Tuesday 11/15/22	Wednesday 11/16/22	Thursday 11/17/22	Friday 11/18/22	Saturday 11/19/22
TIVERTON							
03:00 - 04:00	9%	4%	3%	3%	2%	3%	6%
04:00 - 05:00	8%	3%	3%	3%	2%	3%	6%
05:00 - 06:00	7%	3%	4%	3%	2%	2%	4%
06:00 - 07:00	6%	3%	4%	3%	2%	3%	6%
07:00 - 08:00	8%	6%	5%	3%	4%	4%	8%
08:00 - 09:00	17%	7%	8%	8%	8%	9%	12%
09:00 - 10:00	26%	19%	17%	19%	19%	18%	19%
10:00 - 11:00	36%	30%	27%	27%	29%	28%	28%
11:00 - 12:00	43%	36%	38%	35%	39%	33%	38%
12:00 - 13:00	49%	39%	40%	40%	39%	40%	44%
13:00 - 14:00	54%	39%	41%	44%	36%	44%	47%
14:00 - 15:00	57%	42%	39%	45%	38%	45%	55%
15:00 - 16:00	59%	37%	36%	39%	39%	41%	57%
16:00 - 17:00	50%	35%	33%	37%	41%	38%	57%
17:00 - 18:00	43%	34%	30%	31%	42%	44%	57%
18:00 - 19:00	42%	29%	28%	31%	41%	50%	60%
19:00 - 20:00	40%	32%	28%	32%	44%	55%	62%
20:00 - 21:00	37%	31%	26%	33%	42%	57%	61%
21:00 - 22:00	30%	29%	25%	27%	34%	54%	56%
22:00 - 23:00	25%	22%	21%	21%	34%	51%	50%
23:00 - 00:00	17%	17%	15%	15%	24%	39%	39%
00:00 - 01:00	13%	12%	11%	10%	16%	28%	31%
01:00 - 02:00	8%	10%	10%	8%	12%	19%	27%
02:00 - 03:00	5%	6%	5%	4%	6%	14%	15%
Maximum Daily Usage	59%	42%	41%	45%	44%	57%	62%
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 11/19/22

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
11/13/22	\$ 9,811,795.83	\$ 8,724,162.17	\$ 1,087,633.66
11/14/22	\$ 5,946,157.65	\$ 5,268,951.71	\$ 677,205.94
11/15/22	\$ 6,005,733.24	\$ 5,317,202.76	\$ 688,530.48
11/16/22	\$ 7,241,068.61	\$ 6,385,591.76	\$ 855,476.85
11/17/22	\$ 6,614,289.25	\$ 5,840,417.72	\$ 773,871.53
11/18/22	\$ 10,409,209.01	\$ 9,094,498.17	\$ 1,314,710.84
11/19/22	\$ 12,148,207.00	\$ 10,596,429.33	\$ 1,551,777.67
Totals	\$ 58,176,460.59	\$ 51,227,253.62	\$ 6,949,206.97
Total NTI Week Ending 11/19/22			\$ 6,949,206.97
Total NTI Week Ending 11/20/21			\$5,714,142.47
Increase:			21.61%

Facilities Update – Maximum Usage

BALLY'S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 11/19/22



	Sunday 11/13/22	Monday 11/14/22	Tuesday 11/15/22	Wednesday 11/16/22	Thursday 11/17/22	Friday 11/18/22	Saturday 11/19/22
TWIN RIVER							
03:00 - 04:00	17%	4%	4%	5%	5%	5%	11%
04:00 - 05:00	11%	3%	3%	4%	4%	5%	9%
05:00 - 06:00	8%	2%	3%	4%	3%	4%	6%
06:00 - 07:00	7%	2%	3%	3%	3%	3%	6%
07:00 - 08:00	10%	3%	3%	3%	4%	3%	7%
08:00 - 09:00	15%	6%	6%	7%	6%	6%	11%
09:00 - 10:00	19%	12%	12%	13%	12%	14%	18%
10:00 - 11:00	29%	18%	21%	20%	20%	24%	28%
11:00 - 12:00	36%	25%	27%	30%	27%	33%	35%
12:00 - 13:00	40%	29%	29%	32%	30%	35%	38%
13:00 - 14:00	49%	33%	32%	40%	32%	41%	44%
14:00 - 15:00	52%	34%	31%	41%	33%	43%	49%
15:00 - 16:00	52%	33%	30%	39%	31%	43%	49%
16:00 - 17:00	52%	32%	27%	34%	28%	39%	50%
17:00 - 18:00	48%	31%	24%	34%	28%	41%	51%
18:00 - 19:00	46%	27%	26%	33%	27%	45%	54%
19:00 - 20:00	43%	26%	26%	32%	30%	49%	57%
20:00 - 21:00	37%	23%	24%	32%	30%	51%	58%
21:00 - 22:00	33%	21%	23%	26%	28%	50%	58%
22:00 - 23:00	27%	18%	19%	22%	24%	47%	53%
23:00 - 00:00	20%	14%	15%	18%	19%	40%	51%
00:00 - 01:00	15%	12%	13%	14%	15%	32%	40%
01:00 - 02:00	11%	8%	9%	11%	12%	25%	29%
02:00 - 03:00	8%	6%	7%	8%	8%	19%	22%
Maximum Daily Usage	52%	34%	32%	41%	33%	51%	58%
Number of VLTs	3,802	3,802	3,802	3,802	3,802	3,802	3,802

Marketing/Promotions

Promotion:

“Gift Wrapped Giveaway”



Players can enter non-winning Holiday Instant Games in this Second Chance Promotion on our website for the chance to win more cash prizes. \$18,000 in total will be awarded. Two drawings will take place to award 10 prizes each. Players will come to the Lottery to select a gift to unwrap to reveal one of the following prizes:

Prize	Number of Prizes
\$2,500	1
\$1,500	2
\$500	7

New Games & Promotions - continued

Promotion:

“Black Friday”

NOV 25 8AM - 4PM
RI LOTTERY • 1425 PONTIAC AVE • CRANSTON

STOCKING STUFFERS
HOLIDAY BLOWOUT (win up to \$500)
Holiday Dash (win up to \$1,000)
Mistletoe (win up to \$5,000)

TheLot
BLACK Friday
EVENT

RILOT.com

Get A Gift With Every \$20 Holiday Instant Game Set You Purchase.*

*While Supplies Last.

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

Players are invited to come to the Lottery office the day after Thanksgiving to purchase a Lottery greeting card filled with \$20 in Holiday Instant Tickets. For every \$20 purchase, the player will get a gift from the Lottery. Gifts include a variety of prizes consisting of Instant Tickets, Lottery merchandise, Patriots prizes, and PPAC tickets.

New Games & Promotions - continued

Promotion:

“Platinum Celebration”



We had a \$90,000 win on the “Triple Platinum” eInstant. To celebrate and share the excitement with other iLottery players, every wager made on Keno or eInstants from November 25 through December 4 will be entered to win \$90 in iLottery Bonus Money. 90 winners will be drawn. Bonus Money cannot be withdrawn and must be used for iLottery play.

New Games & Promotions - continued

Instant Game

“Holiday Blowout”

Ticket Price

\$10

Top Prize

\$500

On Sale

November 5, 2022



New Games & Promotions - continued

Instant Game

“Mountain of Money”

Ticket Price

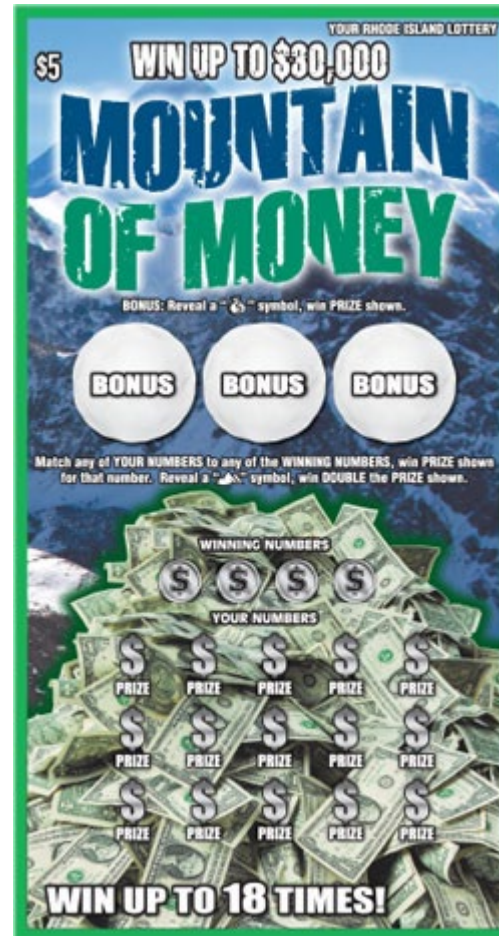
\$5

Top Prize

\$30,000

On Sale

November 5, 2022



New Games & Promotions - continued

Recent iLottery Game Launch:

“North Pole Cash Dash”

Top Prizes

\$8,000 - \$160,000

On Sale

November 1, 2022



New Games & Promotions - continued

Recent iLottery Game Launch:

“Emoti Collect Vacation Riches”

Top Prizes

\$7,000 - \$140,000

On Sale

November 14, 2022



Other Updates

Next Meeting

Monday, December 19, 2022

4:00 p.m.