



GAMING COMPLIANCE

Gaming Update

Gina Smith, Deputy Executive Director of Gaming
Compliance

July 20, 2022



Gaming Compliance

Licensing

- **Sports betting licensing:**

- a. Permit holders
- b. Principal Entities
- c. Institutional Investors
- d. Principals
- e. Suppliers
- f. Vendors
- g. Employees

- **Casino Licensing**

- a. Facility Operator
- b. Principals
- c. Key Managers
- d. Manufacturer
- e. Vendor Service
- f. Gaming Employees
- g. Non-Gaming Employees

- **Renewals**

Operations

- **Sports Betting**

- a. Change Management
- b. Event Approval
- c. Data Analyst
- d. App Review

- **Casino Operations**

- a. Central System
- b. Slot Management
- c. Floor Change Management

Audit

- **Sports Betting**

- a. Internal Controls
- b. Revenue Verification
- c. Operator Audits

- **Casino Operations**

- a. Internal Controls
- b. Game Rule Reviews
- c. Security Reviews

Responsible Gaming

- **VEP List**



GAMING COMPLIANCE

Sports Betting Update



Approved Operators

Sports Betting Operator	Date of First Wager
Betfair Interactive US, LLC (d/b/a FanDuel)	January 20, 2021
Crown Virginia Gaming, LLC (Draft Kings)	January 24, 2021
BetMGM, LLC	January 27, 2021
Portsmouth Gaming Holdings, LLC d/b/a Rivers Casino Portsmouth	January 27, 2021
Caesars Virginia, LLC	February 3, 2021
WSI, US LLC	March 9, 2021
Unibet Interactive, Inc.	April 28, 2021
Penn Sports Interactive, LLC	August 10, 2021
Golden Nugget Online VA, LLC	September 29, 2021
Twin River Management a/k/a Bally's Corporation	November 24, 2021
Colonial Downs Group, LLC	December 12, 2021
HR Bristol, LLC	March 31, 2022
VHL, VA LLC	May 9, 2022
Digital Gaming Corporation VA, LLC	May 17, 2022

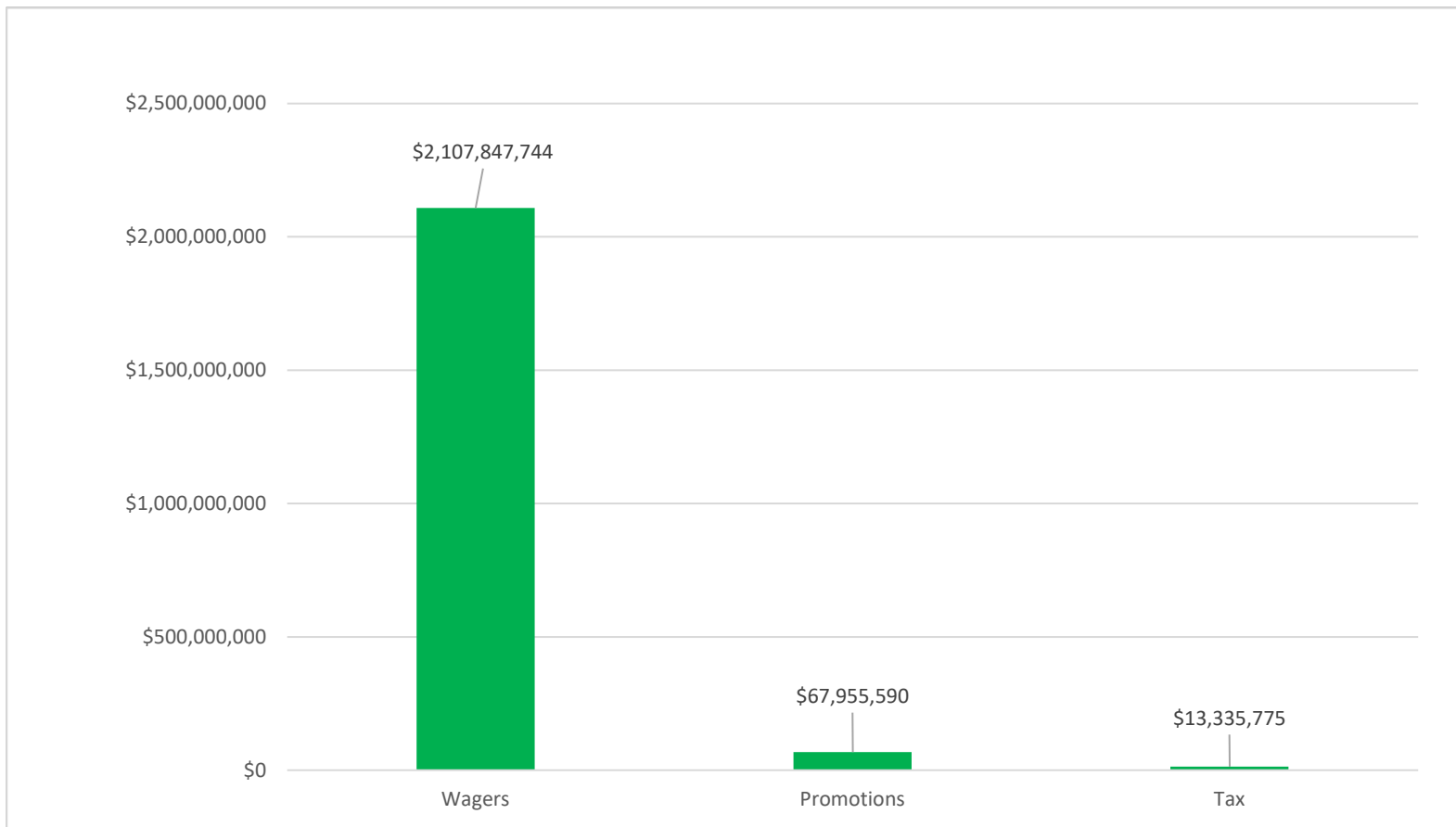
Financial Data

Note:

- All sports betting financial data for the month of May is based on preliminary estimates.

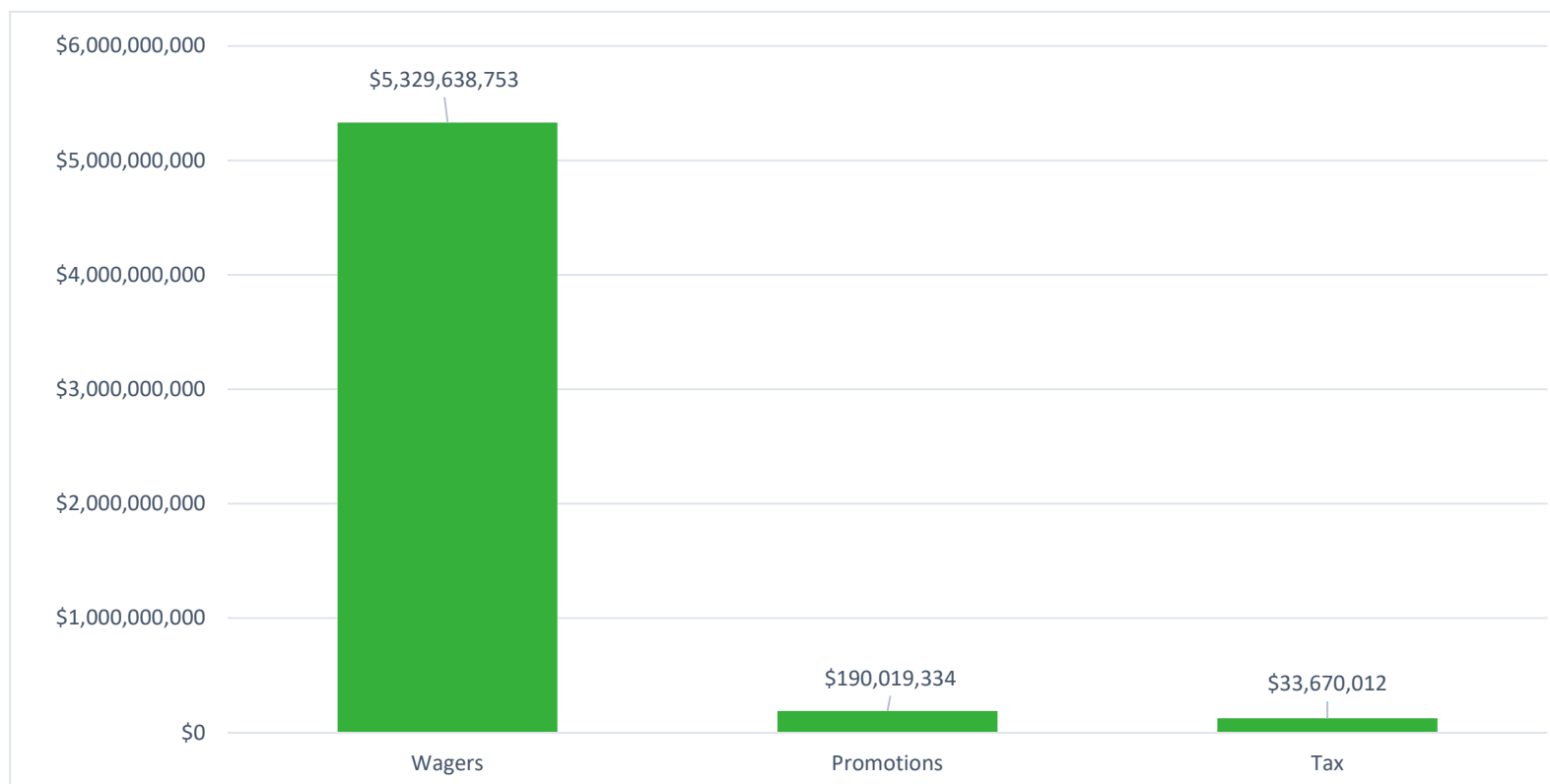
All Operators

January 2022 to May 2022



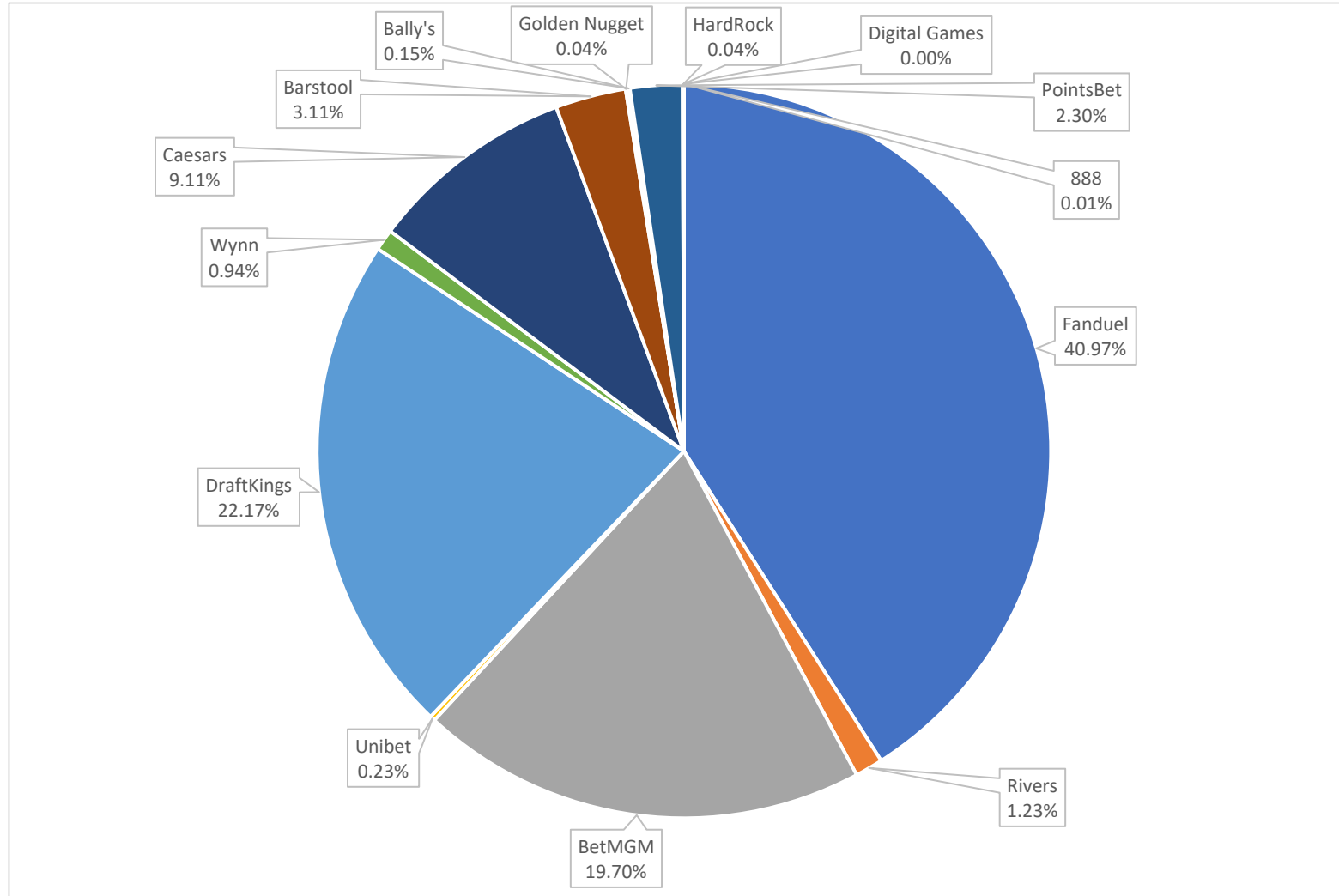
All Operators

January 2021 to May 2022



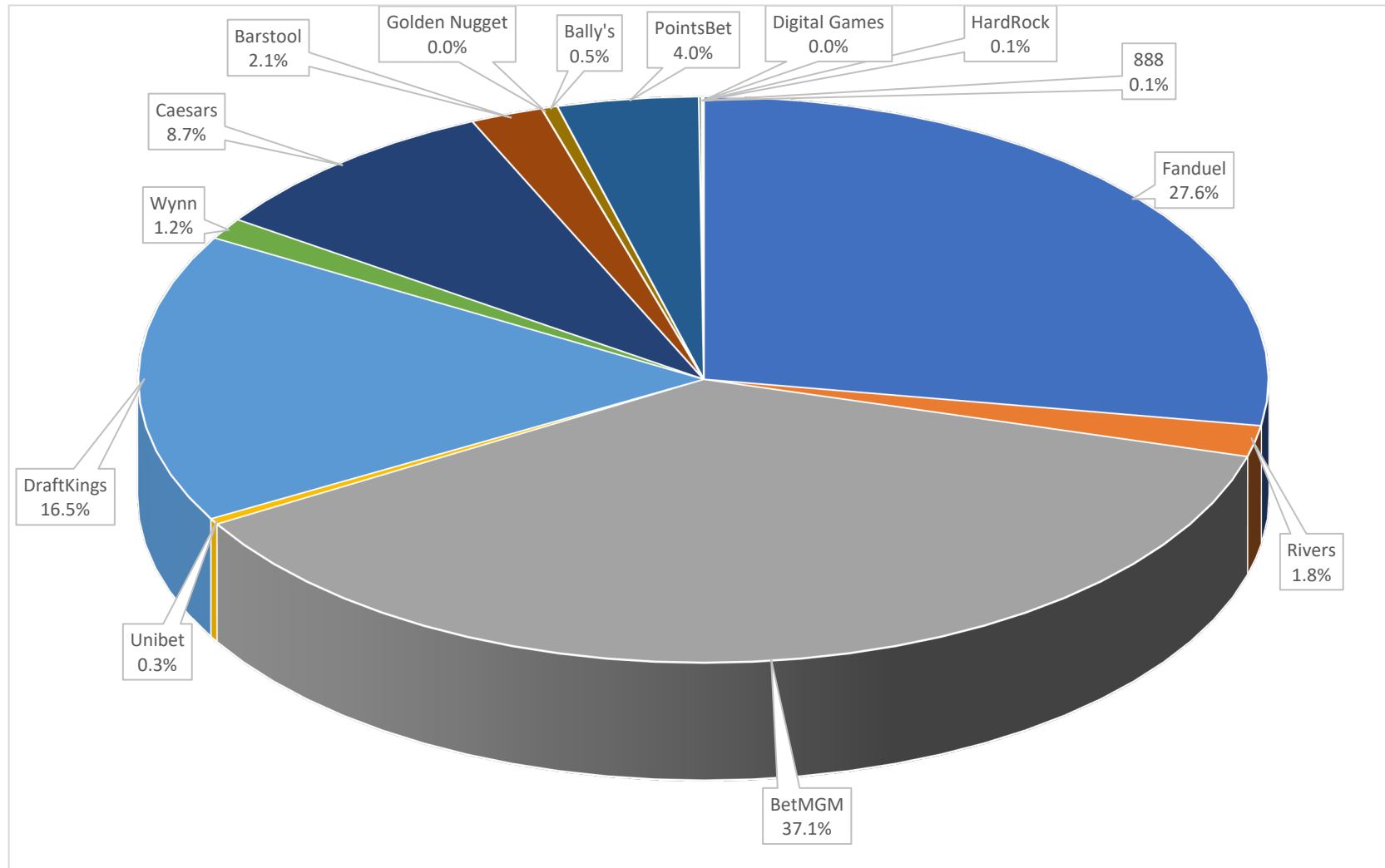
Market Share by Operator

January 2022 to May 2022



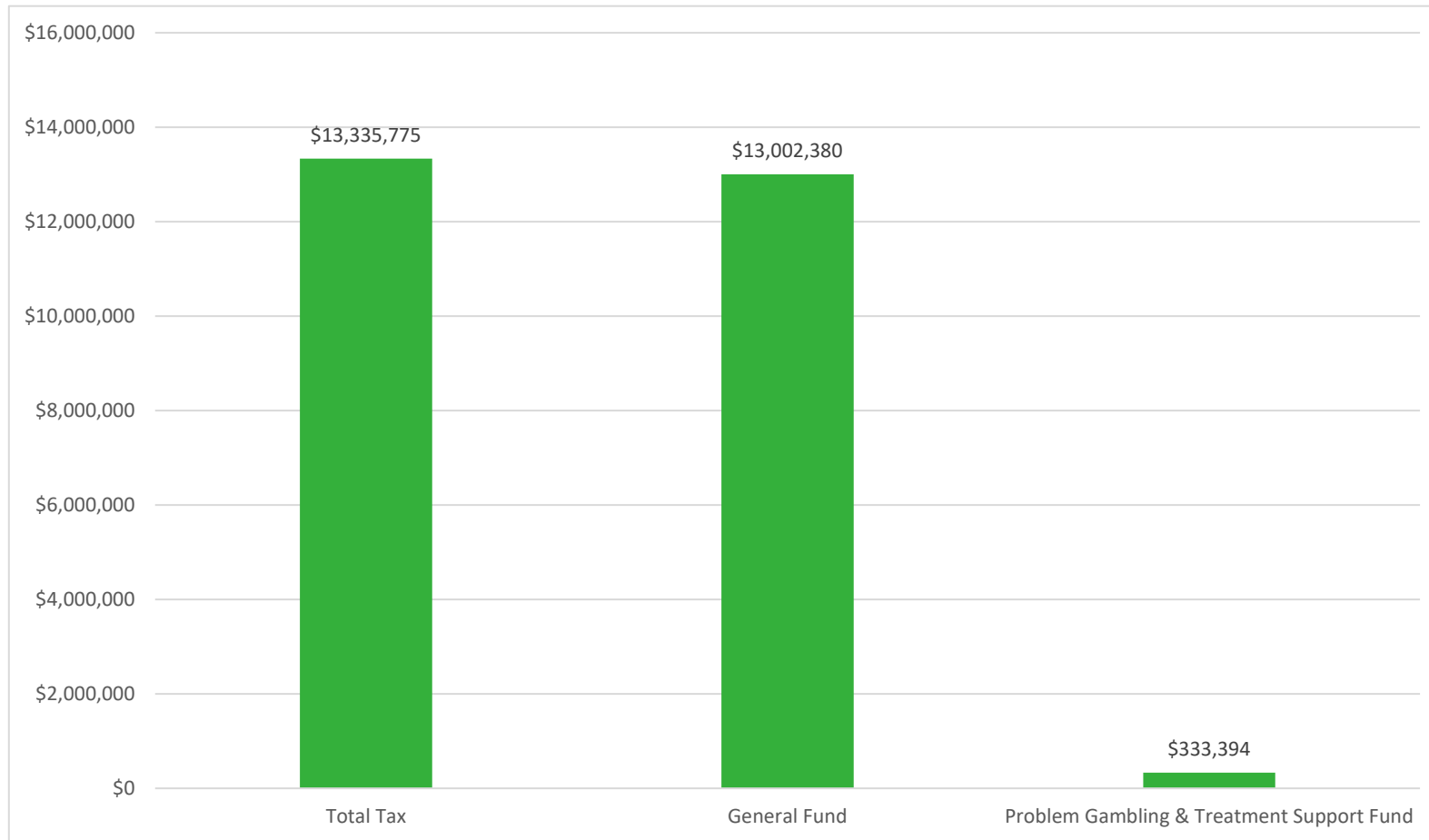
Promotions by Operator

January 2022 to May 2022



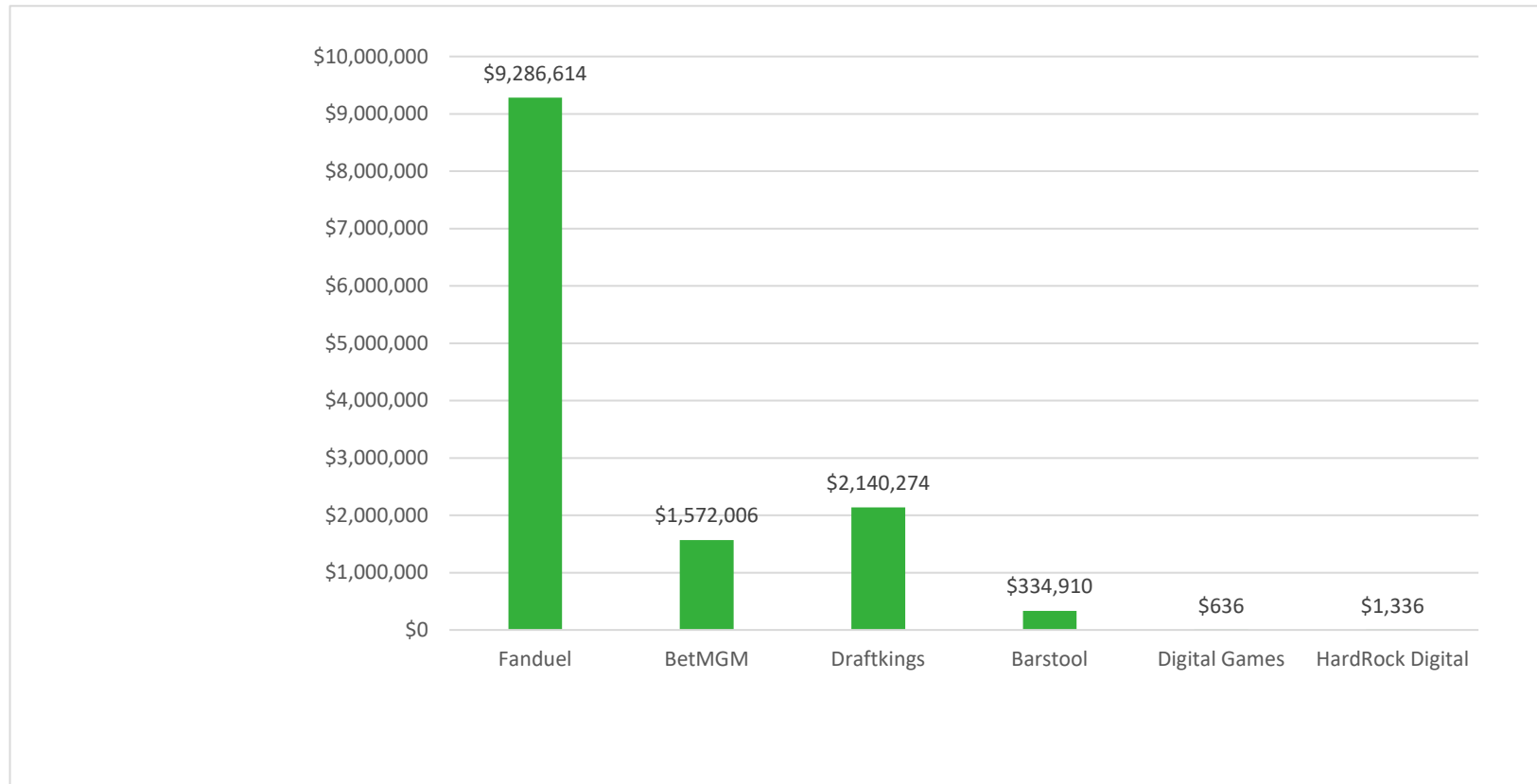
Tax Payments

January 2022 to May 2022



Tax Payments by Operator

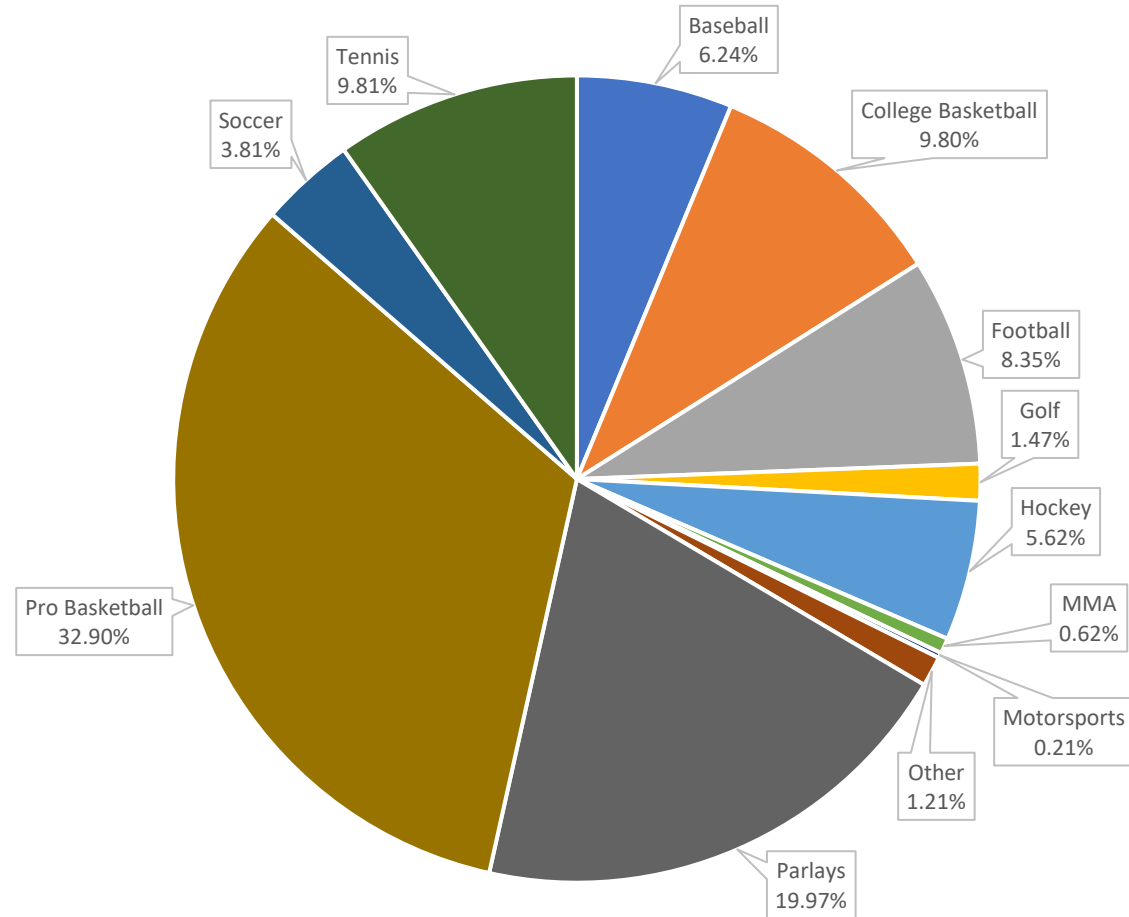
January 2022 to May 2022



Note - Rivers, Unibet, Wynn, Caesars, Golden Nugget, Bally's, PointsBet, and 888 were not required to pay tax in 2022.

Total Wagers by Sport

January 2022 to May 2022





GAMING COMPLIANCE

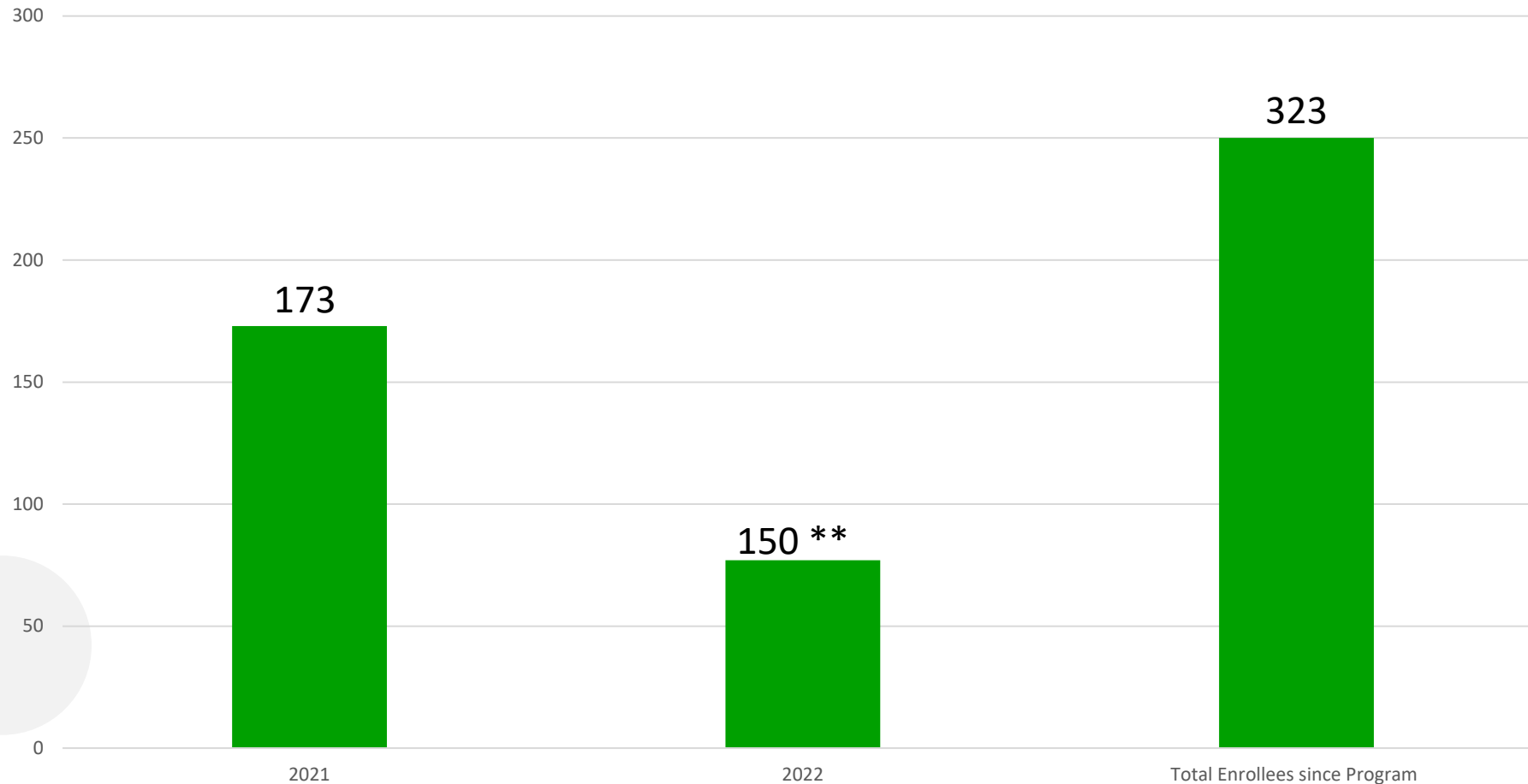
Voluntary Exclusion Program Update



Voluntary Exclusion Program Update

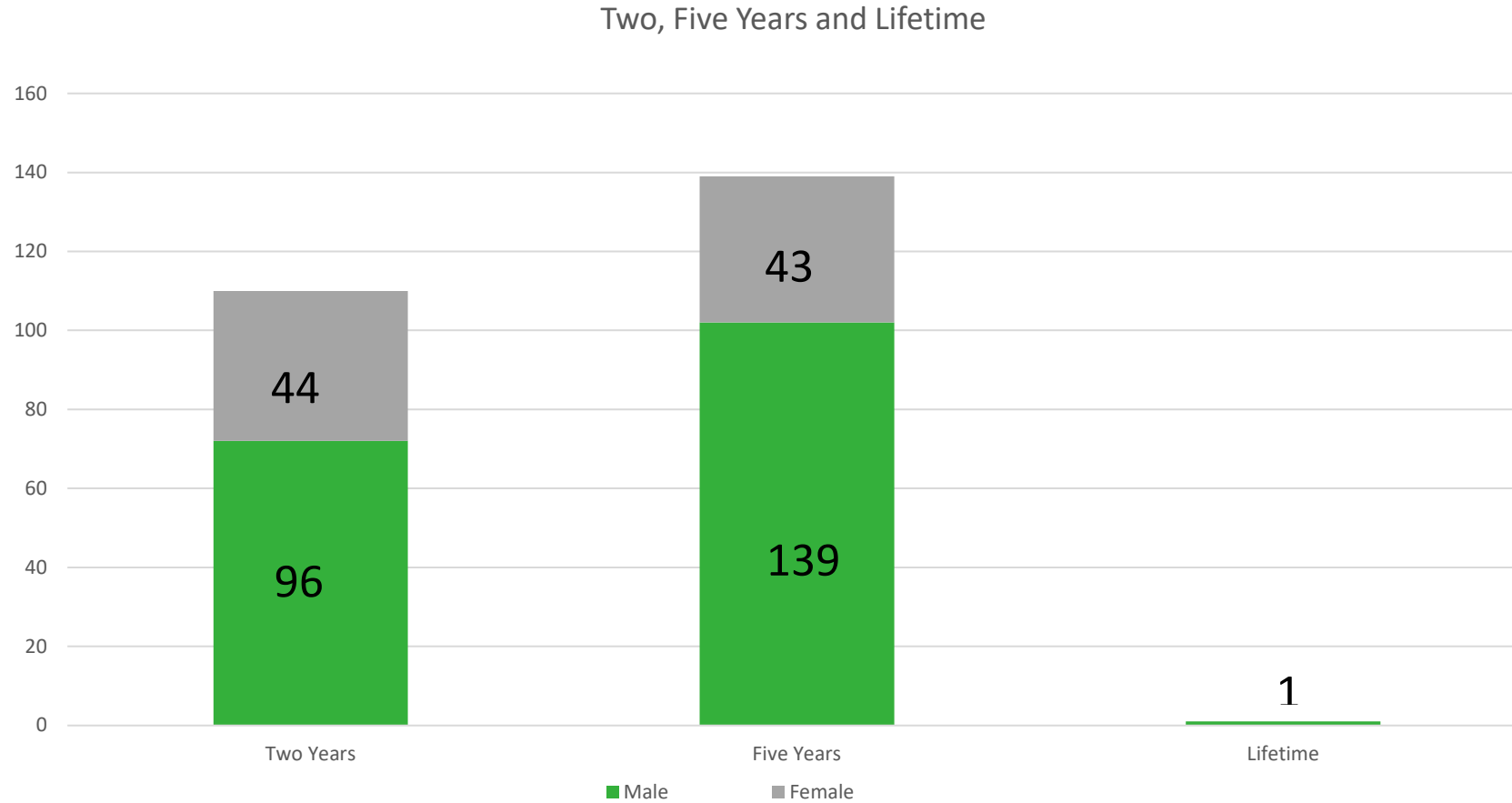
Enrollment

• ***2022 enrollment as of July 14*



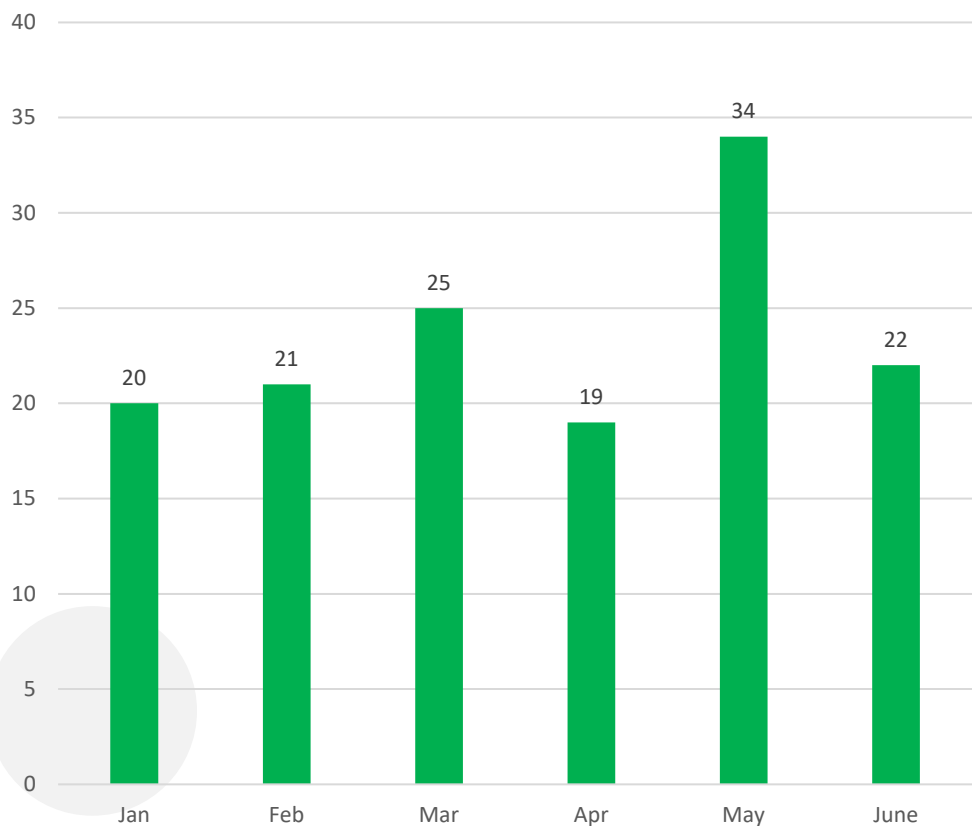
Voluntary Exclusion Program

Exclusion Period Breakdown (*as of July 14, 2022*)

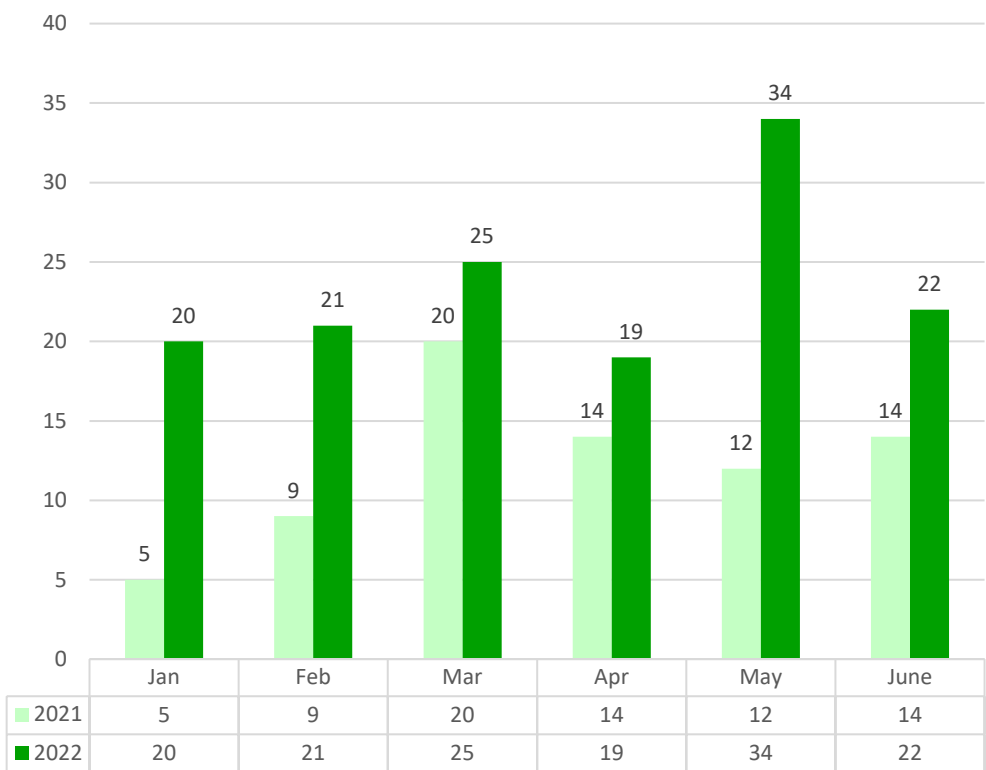


Monthly Breakdown

January through June 2022



Month by Month Comparison 2021-2022





GAMING COMPLIANCE

Casino Update



Casino Application Types

Supplier Permits

- Contractor
- Manufacturer
- Principal/Key Manager
- Slot Machine Management System Provider

Service Permits

- Gaming
- Non-gaming
- Vendor

Licenses/Permits Issued as of 7/14/2022

Service Permits

- Gaming & Non-Gaming 957
- Vendors 192

Supplier Permits

- Key Manager (Principal) 20
- Manufacturers: 18





BRISTOL

Gaming Revenue - July 5 – July 14, 2022

	CASH PLAYED	CASH WON	AGR	TAX (18%)
SLOTS	\$34,577,021	\$31,229,061	\$3,347,959	\$602,633
TABLES	\$2,937,950	\$2,541,865	\$396,085	\$71,295
TOTAL	\$37,514,972	\$33,770,927	\$3,744,044	\$673,928

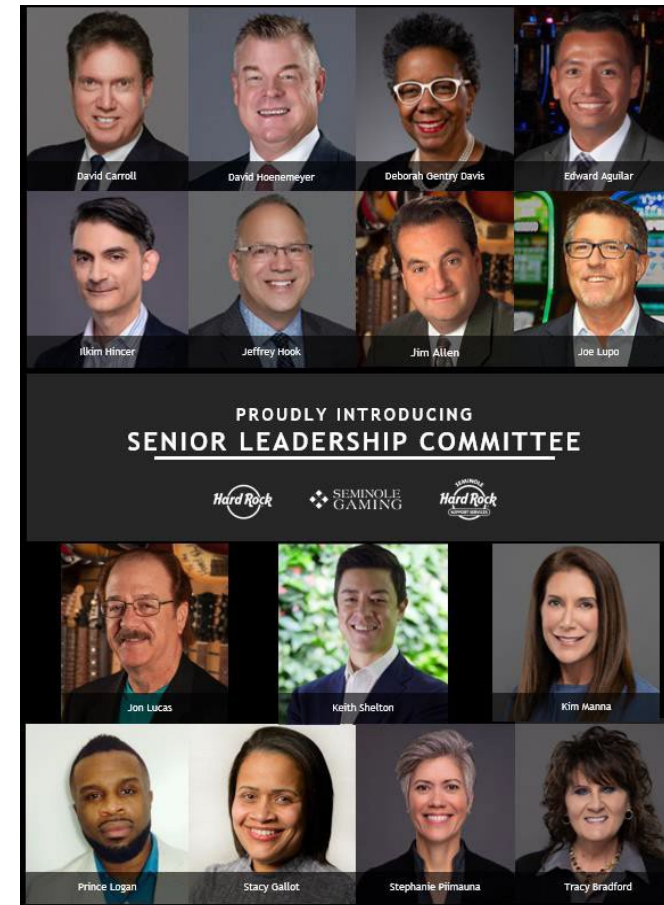
Hard Rock Community Involvement

The slide features several decorative circles. In the top right, there is a large light gray circle and a smaller light gray circle to its right. In the top left, there are two small light gray circles. In the bottom left, there is a large light gray circle and a smaller light gray circle to its left. In the bottom right, there is a small green circle and a larger green circle below it.

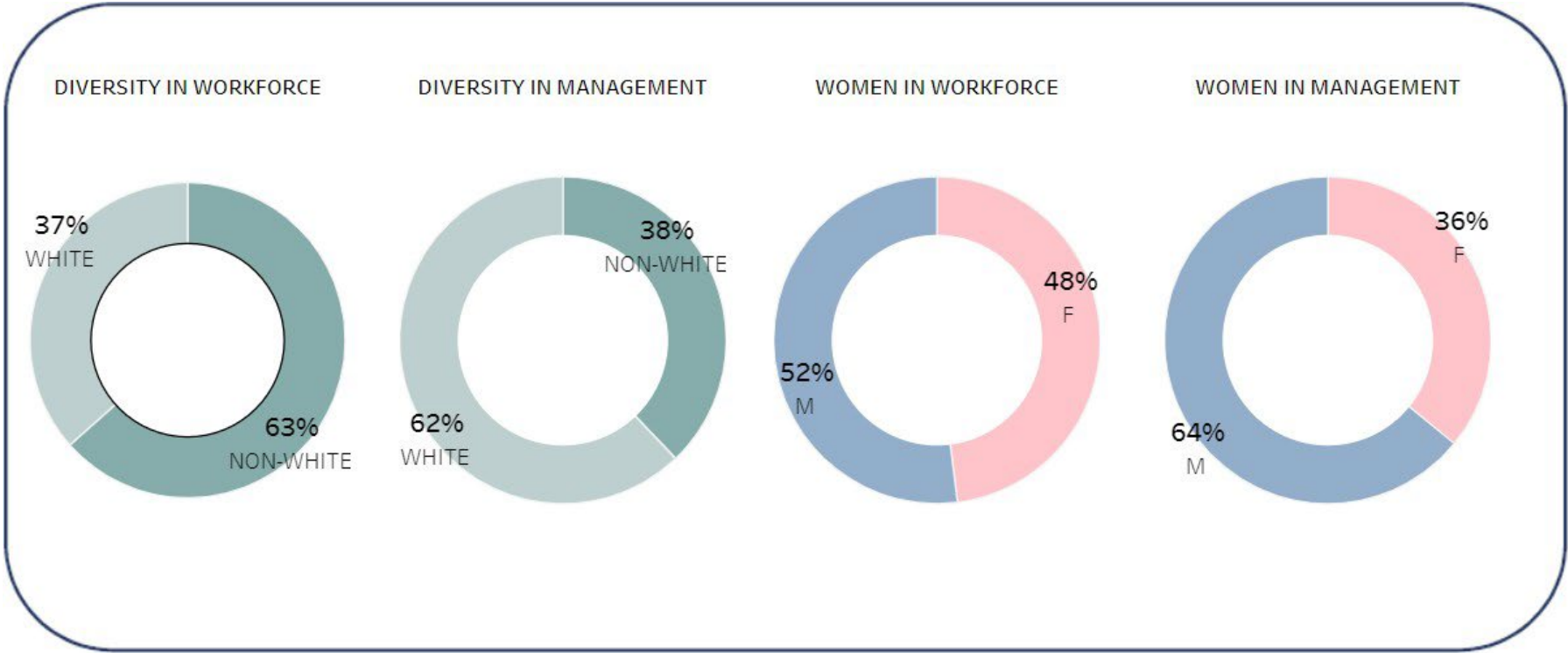
- Hard Rock has identified 46 Virginia based companies and 45 small, minority and women-owned businesses for potential business.
- Hard Rock donated the gaming proceeds from the two soft openings to the United Charities of Bristol.

- ***Senior Leadership Committee***

- 5 Women
- 2 Asian Americans
- 3 African Americans
- 1 Seminole Tribe Member

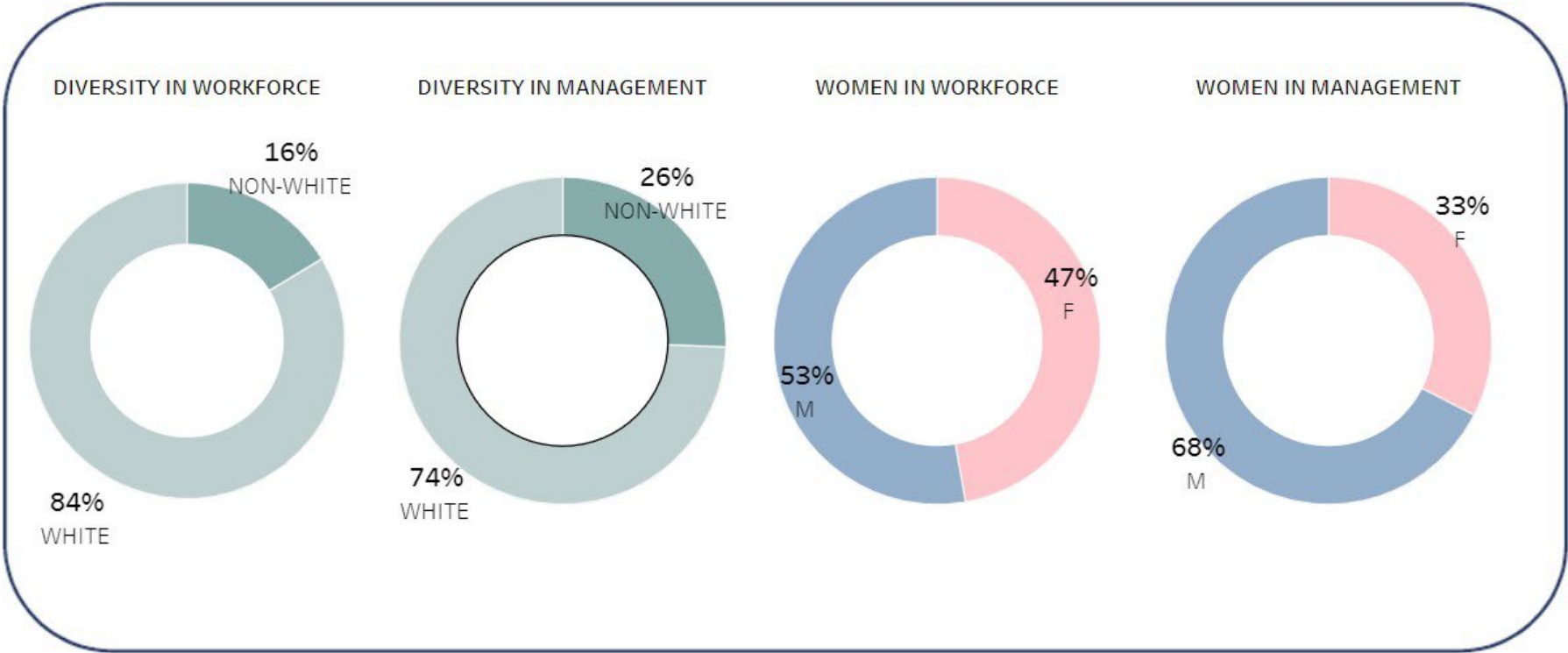


Total Headcount : 24,566





Total Headcount: 544



Rivers Casino Portsmouth

- Monthly meetings are held with Portsmouth to discuss items such as licensing, floor plans and overall construction progress.
- Dealer school training to begin the week of August 9th.



Pamunkey Casino

- Monthly meetings are held to discuss overall progress.
- Anticipates opening a temporary casino late in the first Quarter of 2023.



Caesars Danville

- Monthly meetings to approve floor plans.
- Anticipated Opening - 2024

