



Virginia Lottery

Gaming Update

Virginia Lottery Board Meeting

July 21, 2021



Approved Operators

- **Betfair Interactive US, LLC (d/b/a FanDuel)** in conjunction with the Washington Football Team – Approved and started taking wagers on January 20, 2021.
- **Crown Virginia Gaming, LLC (Draft Kings)** – Approved and started taking wagers on January 24, 2021.
- **BetMGM, LLC** – Approved on January 24, 2021. Started taking wagers on January 27, 2021.
- **Rivers Portsmouth Gaming, LLC d/b/a Rivers Casino Portsmouth** Approved on January 26, 2021. Started taking wagers on January 27, 2021.
- **Caesars Virginia, LLC** Approved on January 27, 2021. Started taking wagers on February 3, 2021.
- **WSI, US LLC** Approved on March 4, 2021. Started taking wagers on March 9, 2021.
- **Unibet Interactive, Inc.** – Approved on April 21, 2021. Started taking wagers on April 28, 2021.



Approved Operators (cont'd.)

- **Golden Nugget Online VA, LLC**– Approved on March 15, 2021. Estimated launch – mid August.
- **Penn Sports Interactive, LLC**– Approved on March 15, 2021. Estimated launch – mid August.
- **Bally's Corporation** – Approved on March 15, 2021. Has not yet launched.





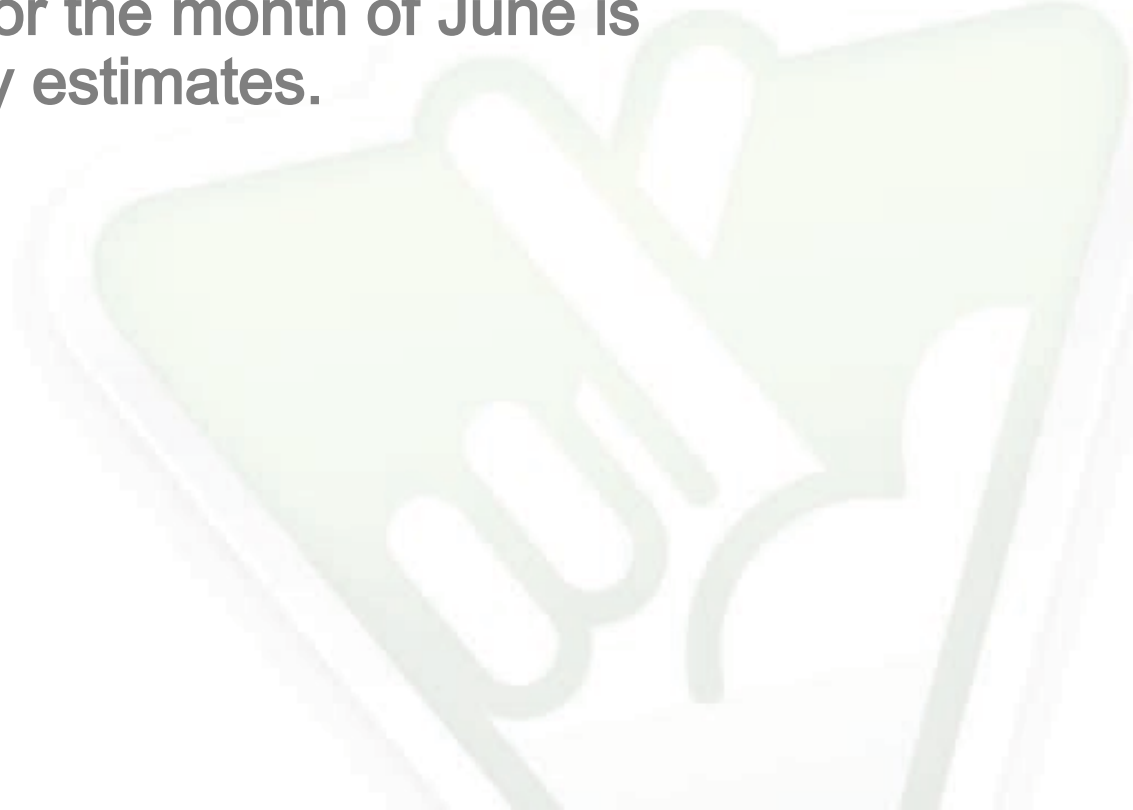
May Application Period

- During the most recent legislative session, casinos were removed from the sports betting permit cap, providing the Lottery with 5 additional sports betting permits to award effective July 1, 2021.
- From May 15th through May 31st, sports betting applications were accepted.
- A total of 18 permit applications were received and are currently under review.



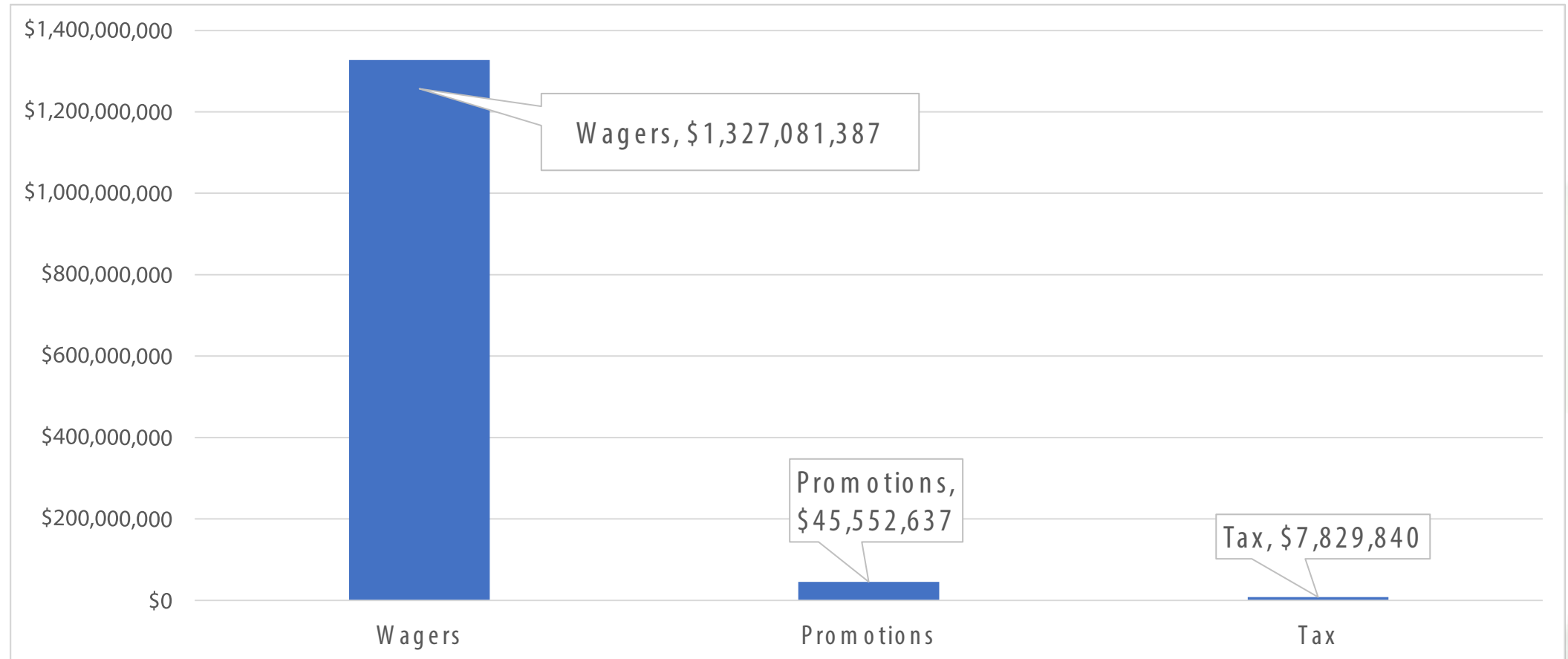
Financial Data

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



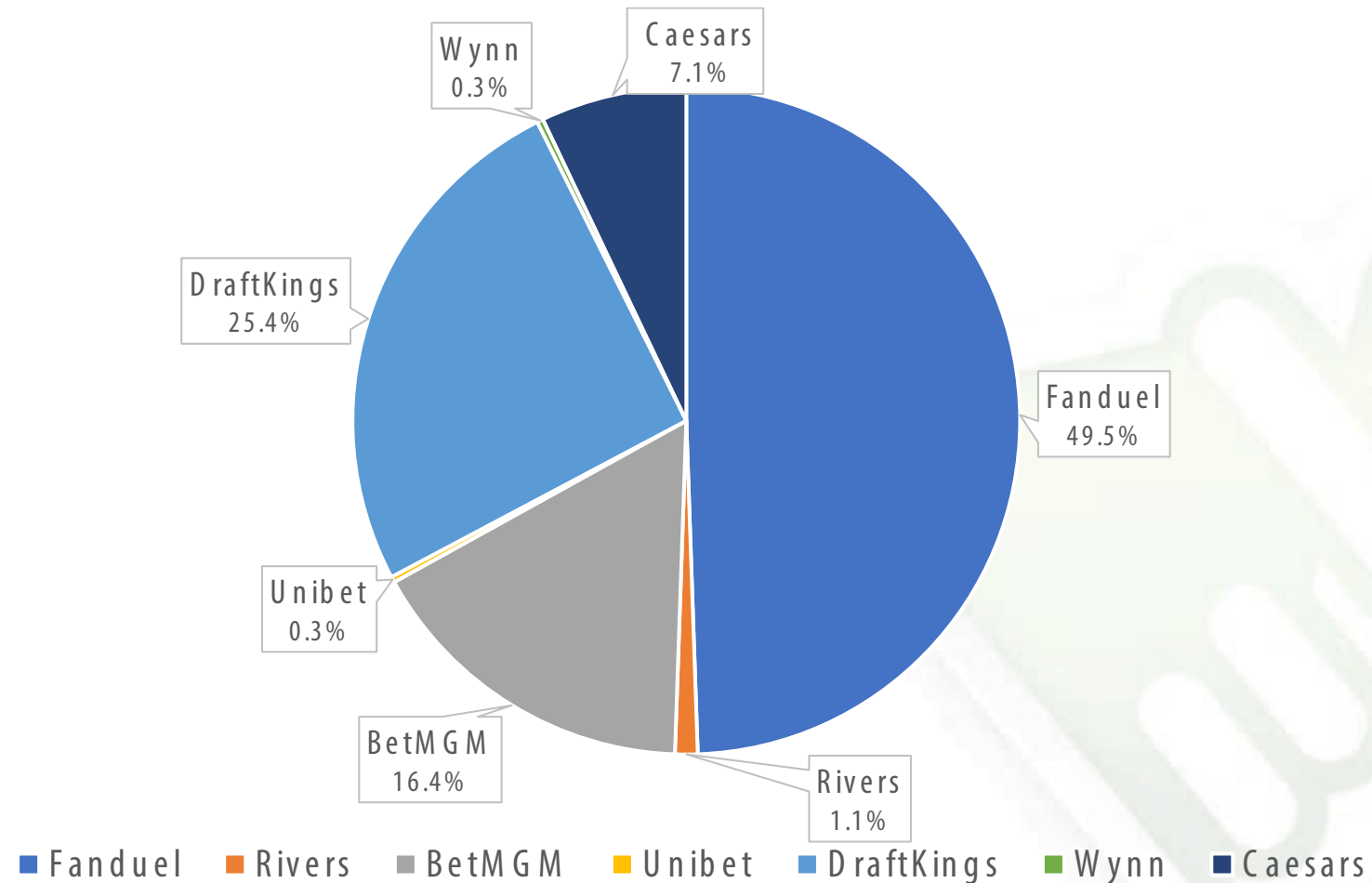


All Operators - January through June 2021



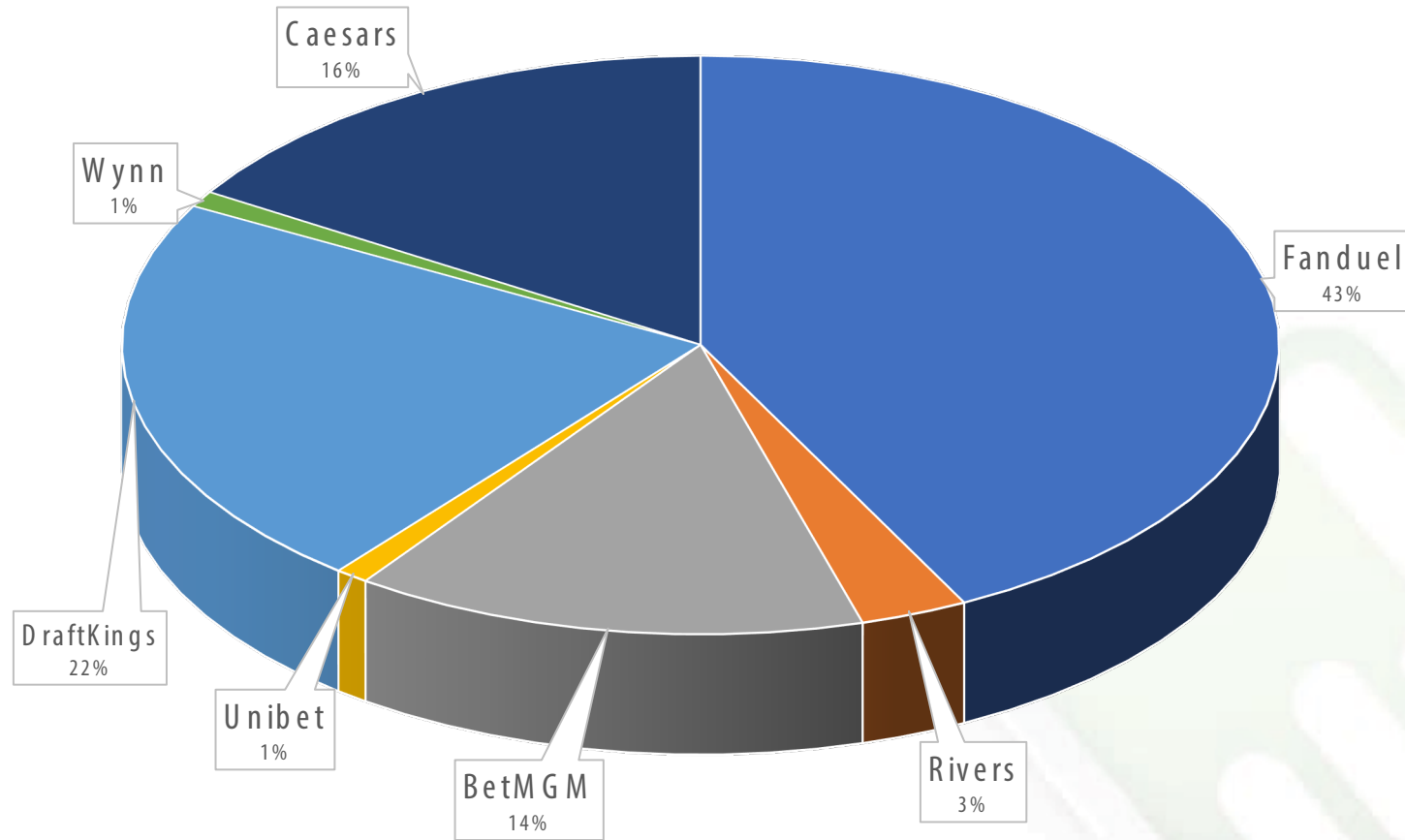


Market Share by Operator – January through June 2021





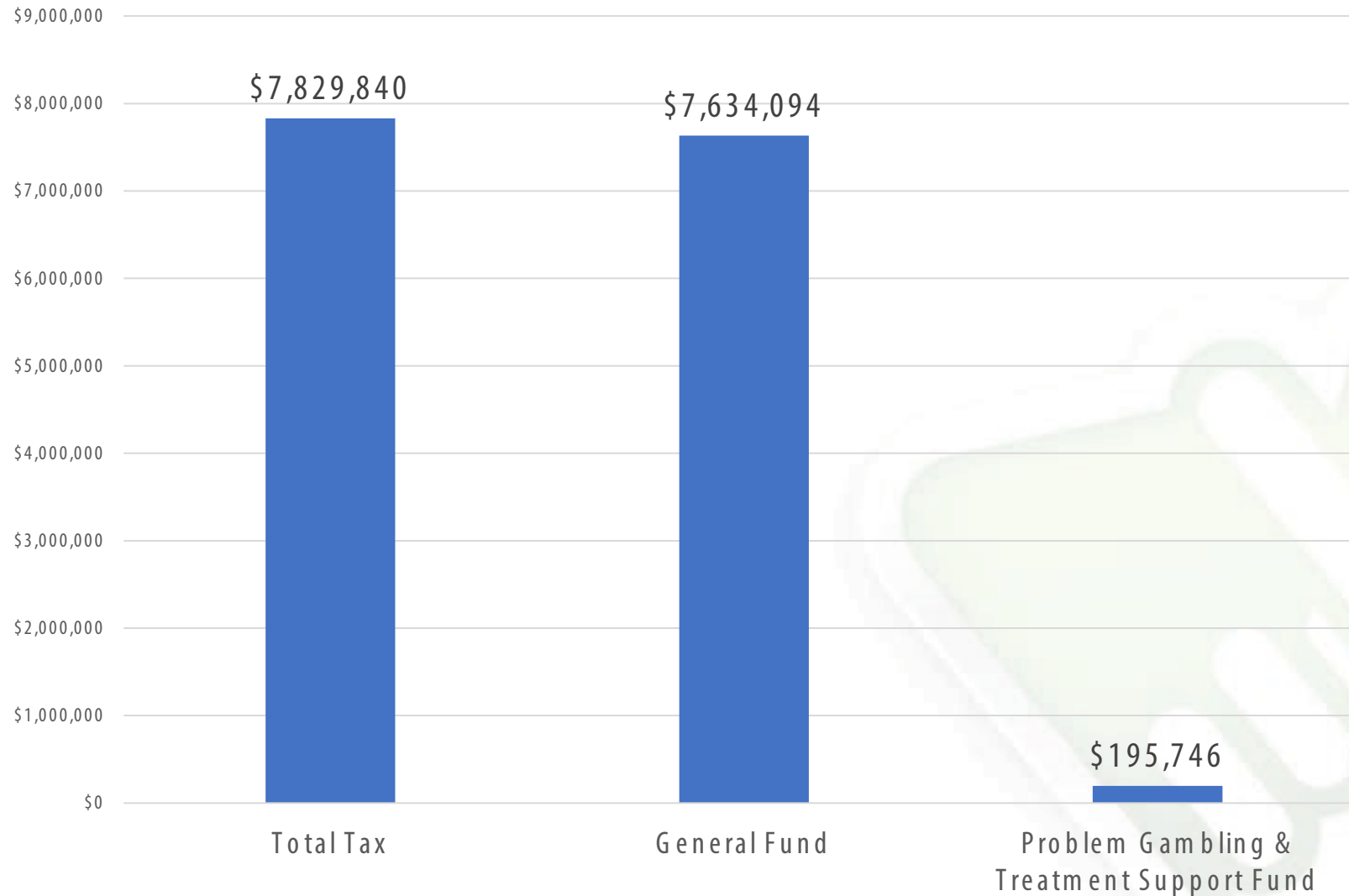
Promotions - January through June 2021



■ Fanduel ■ Rivers ■ BetMGM ■ Unibet ■ DraftKings ■ Wynn ■ Caesars

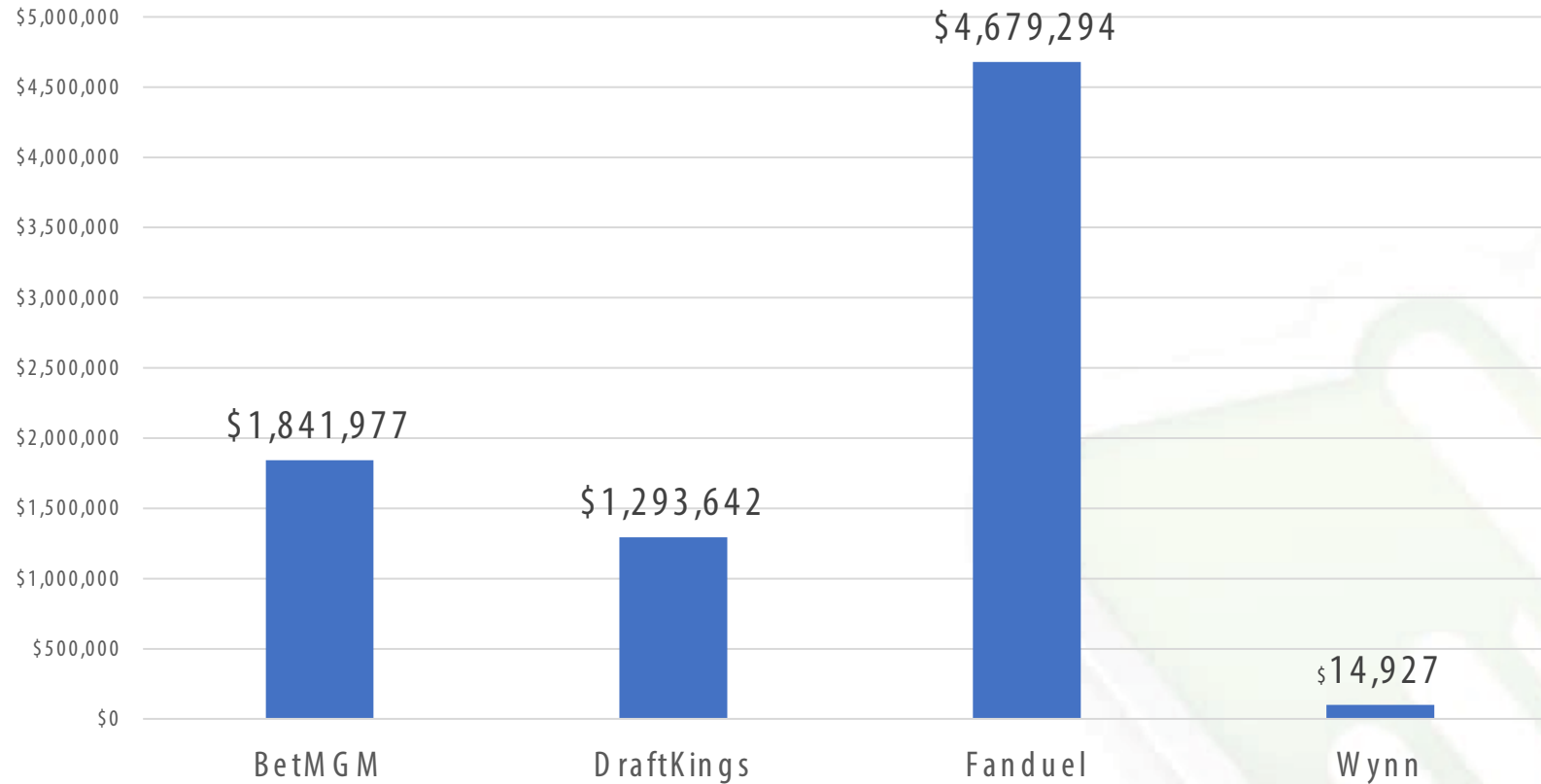


Tax Payments - January through June 2021





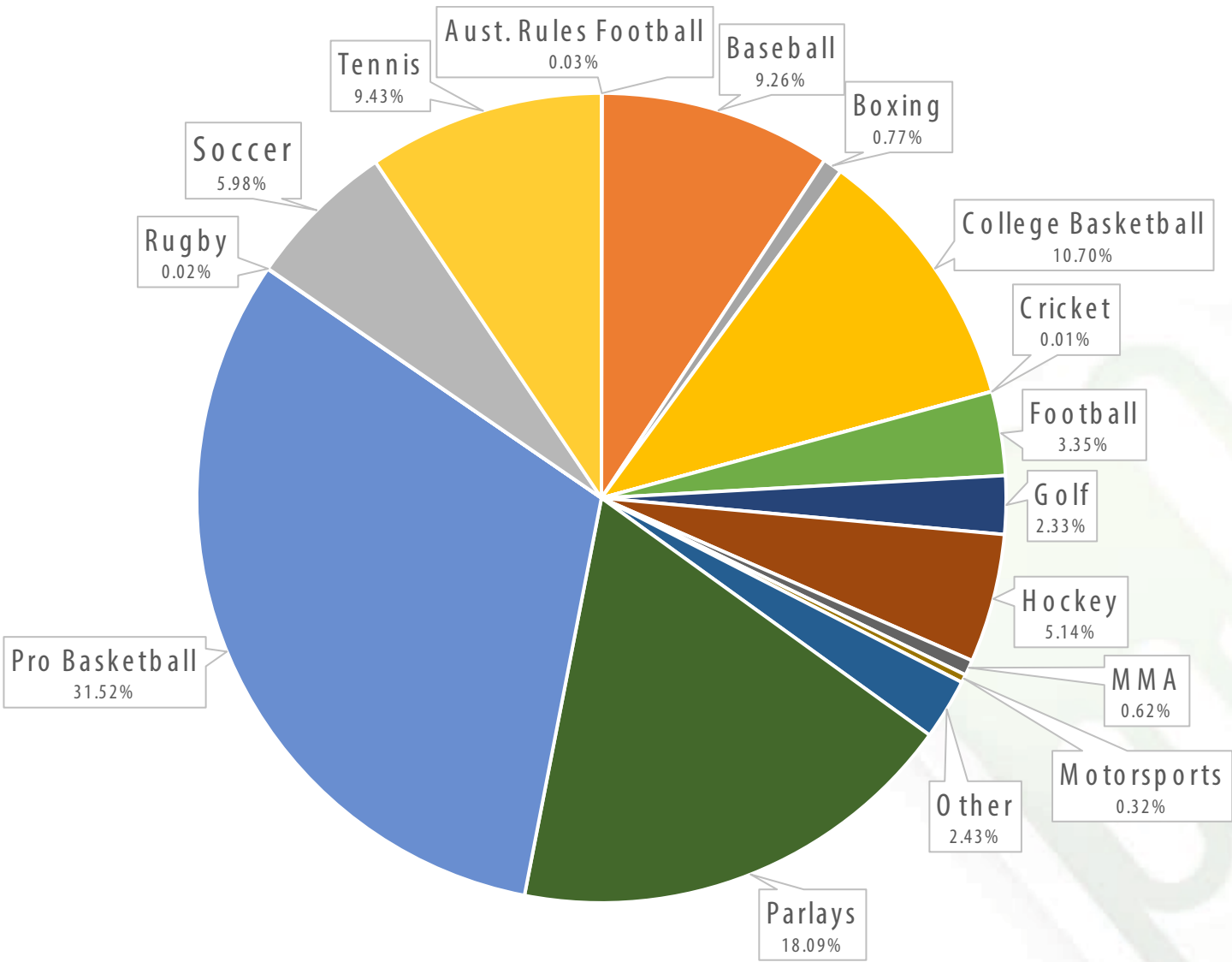
Tax Payments by Operator - January through June 2021



To date, Rivers, Unibet, and Caesars have yet to generate tax revenue.



Total Wagers by Sport - January through June 2021



Casinos

- Draft regulations being considered today build upon initial regs adopted by the Board in Feb.; Executive Branch review and public/stakeholder comment period to follow, with anticipated conclusion of rulemaking process expected around June 2022
- Bristol, Danville, Norfolk and Portsmouth casino groups now may submit license applications and documentation; *Lottery has up to 12 months to complete in-depth licensing investigations once it determines an application is complete*
- Lottery has recruited and hired 22 licensing investigators & retained the services of an experienced investigative firm; *anticipated timeframe for license awards ~Summer 2022*
- City of Richmond has selected its casino partner and is moving forward with a Nov. referendum



Virginia Problem Gambling Helpline: 1-888-532-3500

Following 2020 expansion of legal gambling in Virginia, Lottery has:

- Built and launched Voluntary Exclusion Program for all forms of state-sanctioned gaming
- Increased Lottery's FY22 financial support to the Virginia Council on Problem Gambling Helpline by 25%
- Facilitated discussions among relevant agencies, gaming operators, and VCPG to better coordinate responsible gaming efforts