Gaming Update
Virginia Lottery Board Meeting
July 21, 2021
Approved Operators

- **Betfair Interactive US, LLC (d/b/a FanDuel)** - Approved 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.


- **Unibet Interactive, Inc.** - Approved on April 21, 2021. Started taking wagers on April 28, 2021.
Approved Operators (cont’d.)


- **Bally’s Corporation** – Approved on March 15, 2021. Has not yet launched.
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.
All sports betting financial data for the month of June is based on preliminary estimates.
All Operators - January through June 2021

- Wagers: $1,327,081,387
- Promotions: $45,552,637
- Tax: $7,829,840
Market Share by Operator – January through June 2021

- Fanduel: 49.5%
- BetMGM: 16.4%
- DraftKings: 25.4%
- Caesars: 7.1%
- Wynn: 0.3%
- Unibet: 0.3%
- Rivers: 1.1%
Promotions - January through June 2021

- **Fanduel** 43%
- **Rivers** 3%
- **BetMGM** 14%
- **Unibet** 1%
- **DraftKings** 22%
- **Wynn** 1%
- **Caesars** 16%
Tax Payments - January through June 2021

Total Tax: $7,829,840
General Fund: $7,634,094
Problem Gambling & Treatment Support Fund: $195,746
Tax Payments by Operator - January through June 2021

- BetMGM: $1,841,977
- DraftKings: $1,293,642
- FanDuel: $4,679,294
- Wynn: $14,927

To date, Rivers, Unibet, and Caesars have yet to generate tax revenue.
Total Wagers by Sport - January through June 2021

- Pro Basketball: 31.52%
- Parlays: 18.09%
- College Basketball: 10.70%
- Soccer: 5.98%
- Football: 3.35%
- Hockey: 5.14%
- Golf: 2.33%
- MMA: 0.62%
- Motor sports: 0.32%
- Other: 2.43%
- Cricket: 0.01%
- Rugby: 0.02%
- Baseball: 9.26%
- Boxing: 0.77%
- Tennis: 9.43%
- Aust. Rules Football: 0.03%
- Other: 2.43%
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
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