



# GAMING COMPLIANCE

## Gaming Update

October 25, 2023





# 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
Rivers Portsmouth Gaming, 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
Bally Interactive	November 24, 2021
Colonial Downs Group, LLC	December 15, 2021
HR Bristol, LLC	March 31, 2022
VHL, VA LLC a/k/a 888	May 9, 2022
Digital Gaming Corporation VA, LLC	May 17, 2022
DC Sports Facilities Entertainment, LLC	December 19, 2022
Hillside (Virginia), LLC a/k/a Bet365	January 31, 2023
Betr VA, LLC	September 6, 2023
PlayLive Virginia, LLC	October 13, 2023

# WSI US, LLC Update

- WSI US, LLC (Wynn) decided to close their non-retail sports books and announced its immediate closure on August 11, 2023.
- All bets have been settled.
- Notifications were sent to patrons to withdraw their funds by October 11, 2023.
- Patrons with remaining funds will be mailed checks.
- Continuing to work on the final remediation plan with Wynn.



# Sports Betting Renewals

First Four-Month Period in CY 2024

- Eight Permit Holders are up for renewal:

Permit Holder	Expiration Date
Betfair Interactive (FanDuel) in conjunction with the Commanders	January 19, 2024
Crown Virginia Gaming, LLC (DraftKings)	January 23, 2024
BetMGM, LLC	January 23, 2024
Rivers Portsmouth Gaming, LLC	January 25, 2024
Caesars Virginia, LLC	January 26, 2024
Bally's Interactive, LLC	March 14, 2024
Penn Sports Interactive, LLC	March 14, 2024
Unibet Interactive, Inc	April 20, 2024

# Sports Betting Renewals

First Four-Month Period in CY 2024

Eight Suppliers are up for renewal:

Supplier	Expiration Date
IGT	January 19, 2024
GeoComply	January 19, 2024
Sports Information Services, Ltd	January 25, 2024
RSI, VA LLC	January 25, 2024
American Wagering	January 26, 2024
Neogames Solutions	January 26, 2024
NYX Digital Gaming (USA), LLC	March 3, 2024
Boyd Gaming	March 21, 2024

# Sports Betting Renewals

First Four-Month Period in CY 2024

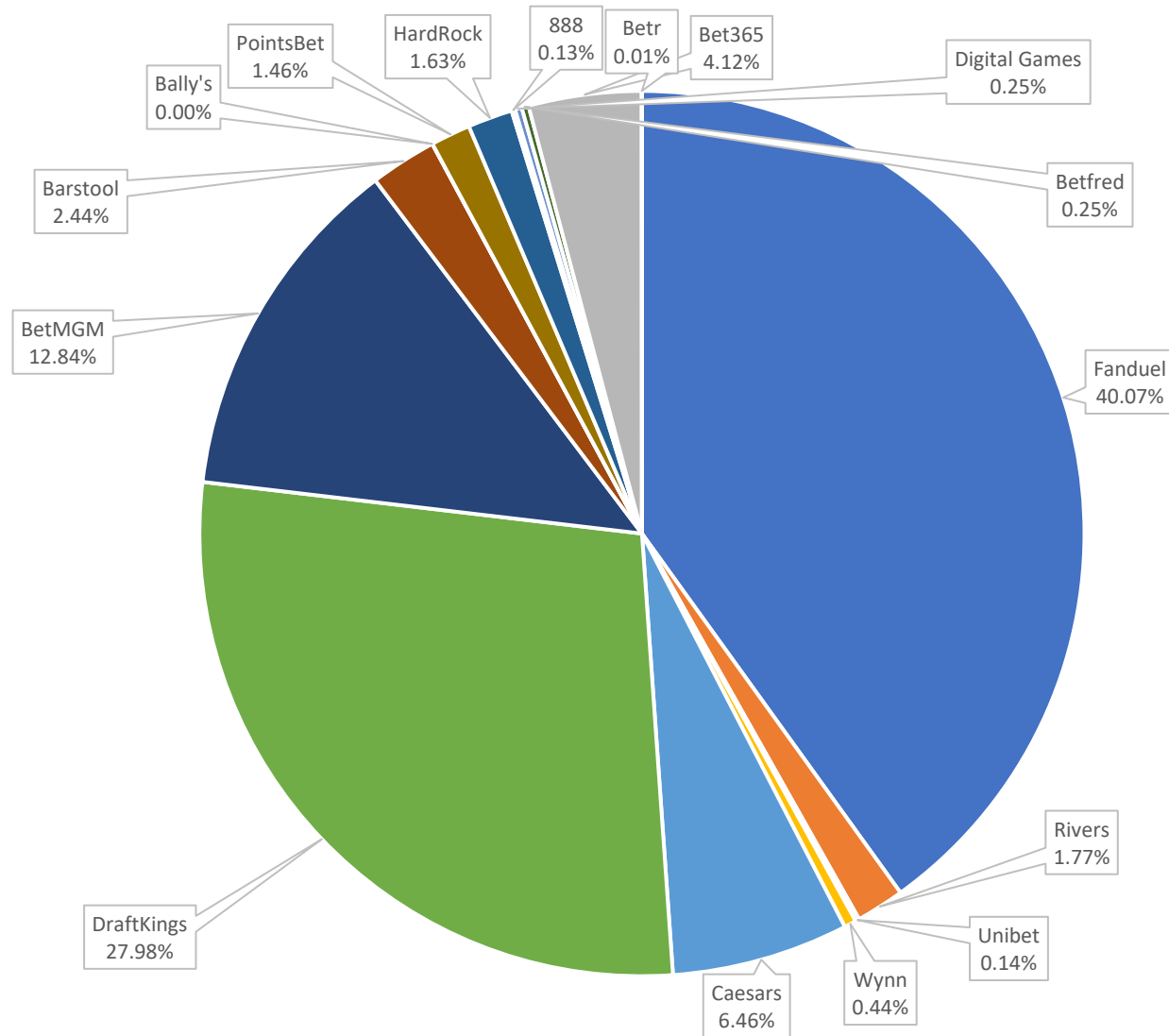


Vendor renewals:

- 78 Vendors are up for renewal during the first four months of calendar year 2024.
- Failure to renew their registration will result in them not being able to conduct business in the Commonwealth with licensed permit holders.

# Market Share by Operator

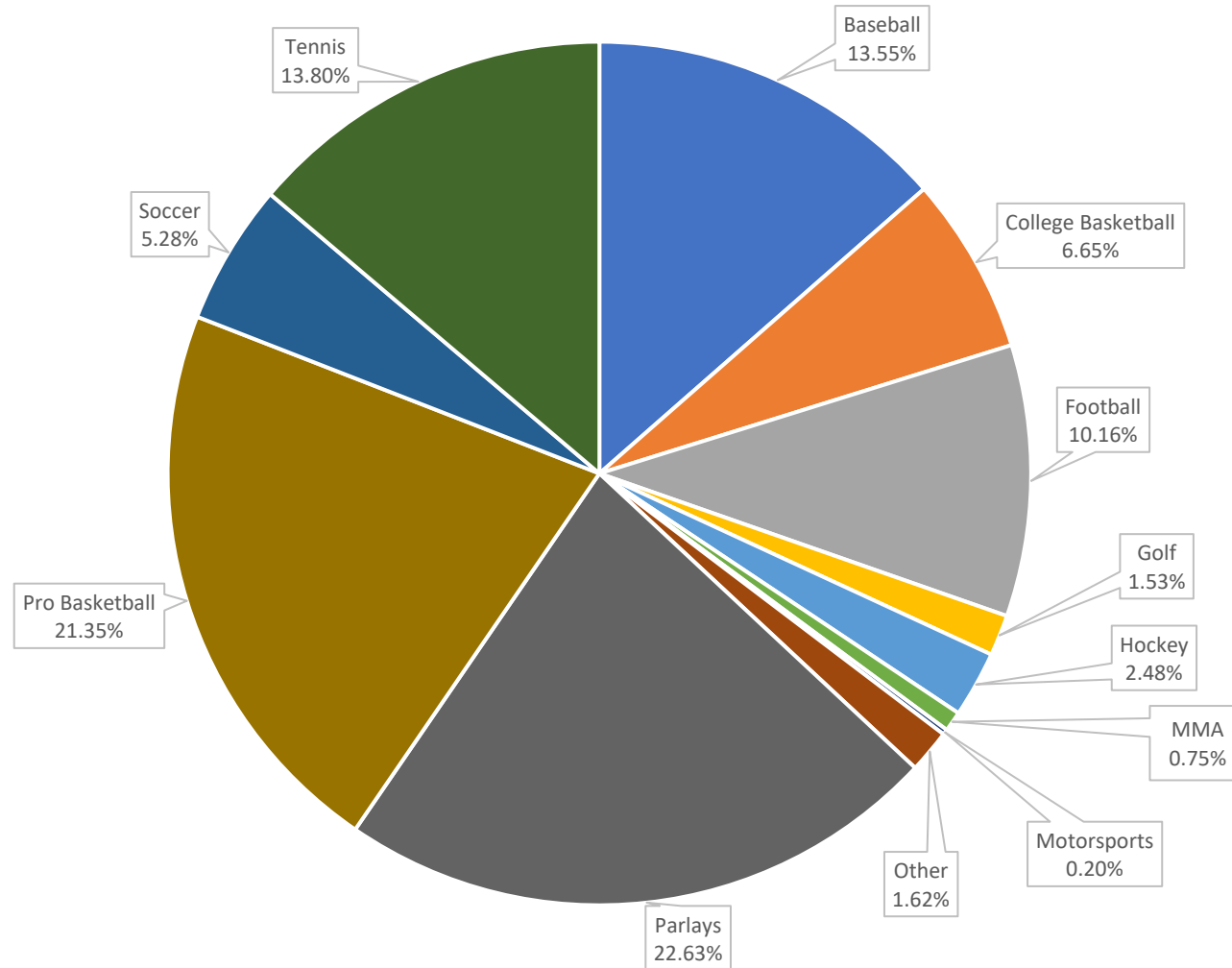
January 2023 to September 2023



VIRGINIA LOTTERY

# Total Wagers by Sport

January 2023 to September 2023



VIRGINIA LOTTERY



# GAMING COMPLIANCE

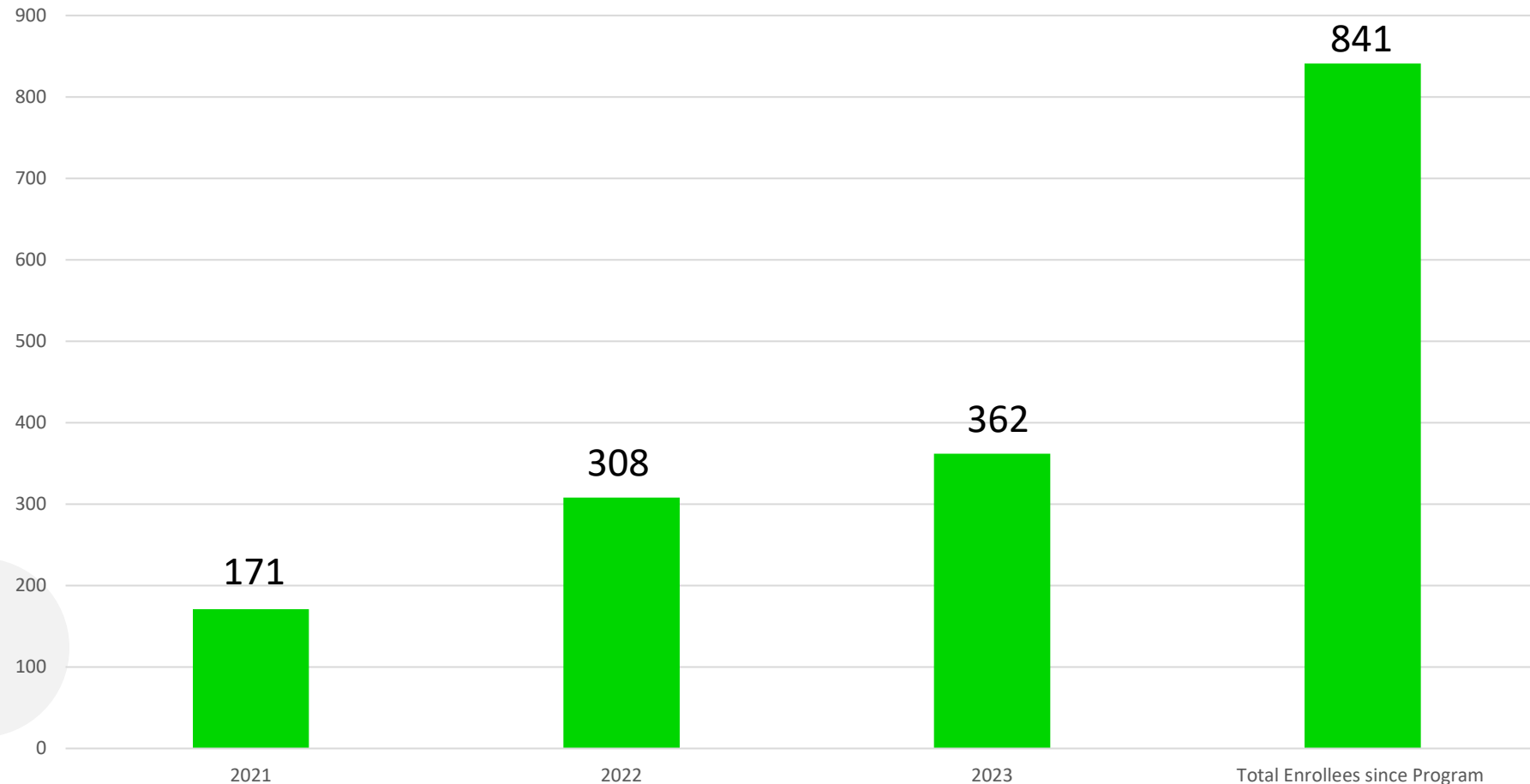
Voluntary Exclusion Program Update



# Voluntary Exclusion Program

Total Program Enrollment - 841

• \* as of October 15, 2023



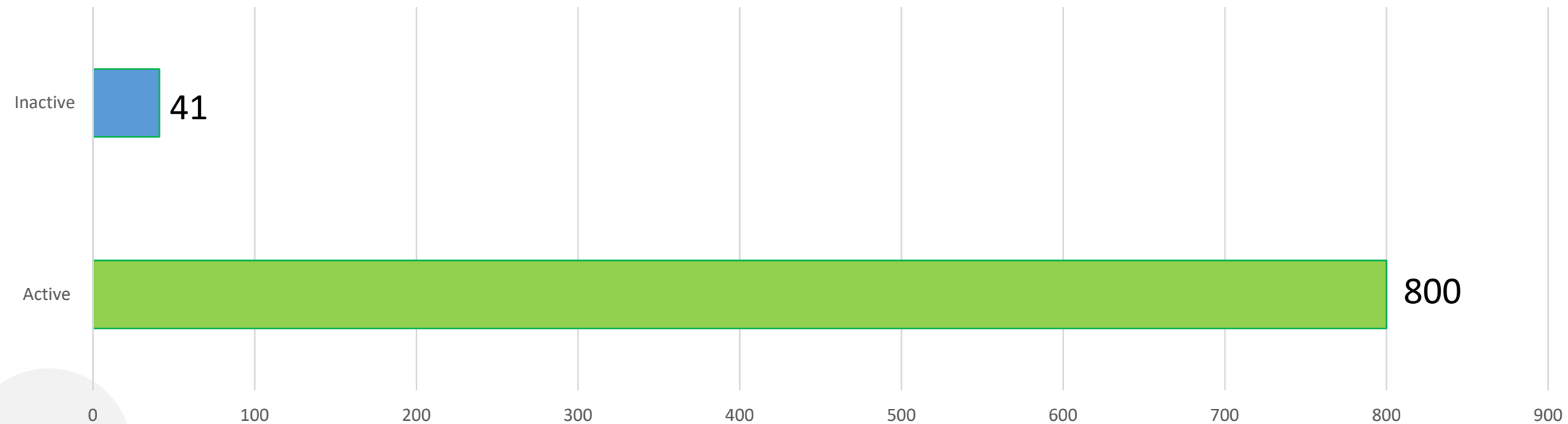
VIRGINIA LOTTERY

# Voluntary Exclusion Program

Active and Inactive Exclusion Period based on Total Enrollment – 841



- Data as of October 15, 2023

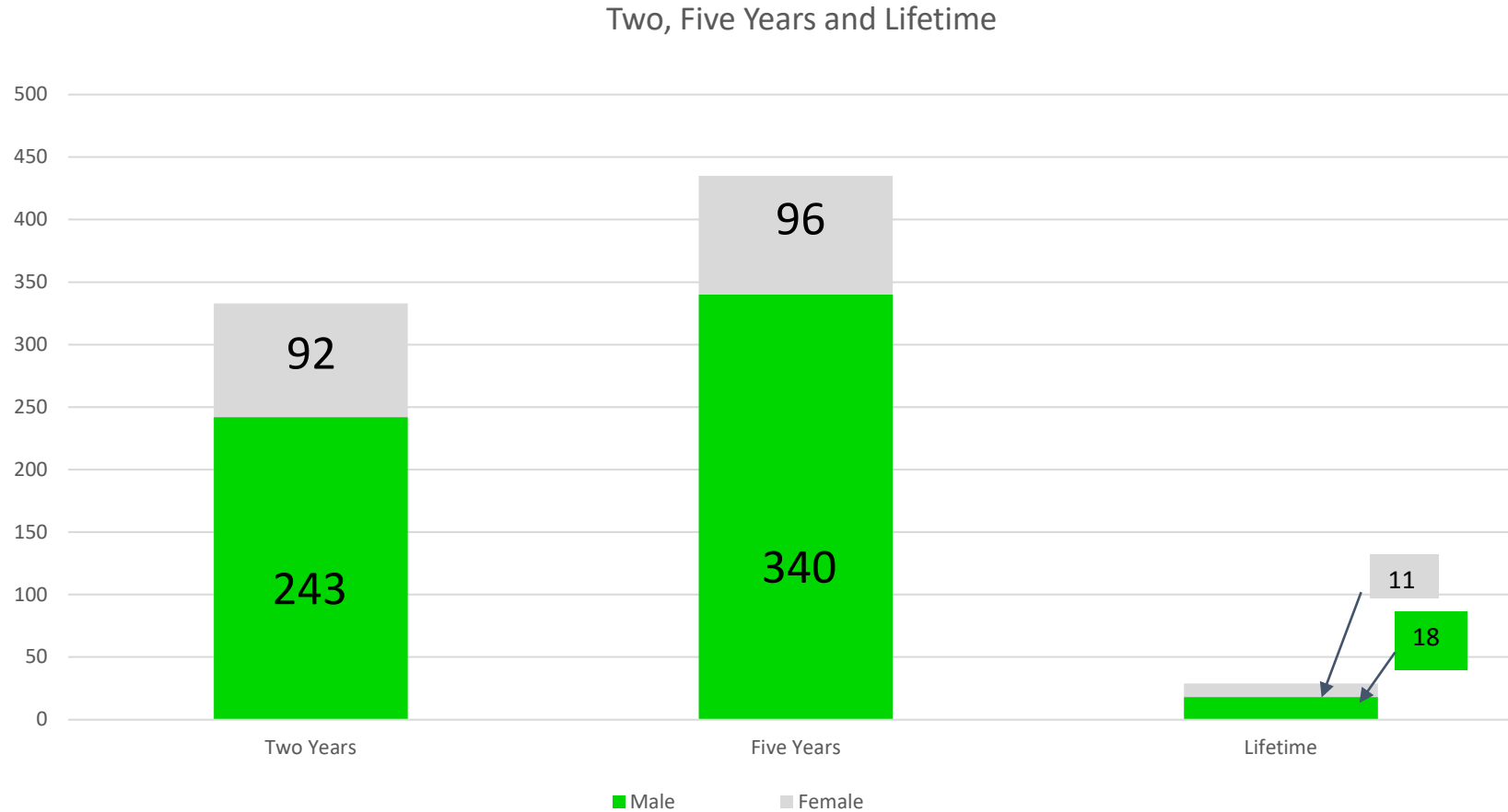




# Voluntary Exclusion Program

Exclusion Period Breakdown by Gender *(as of October 15, 2023)*

Total = 800

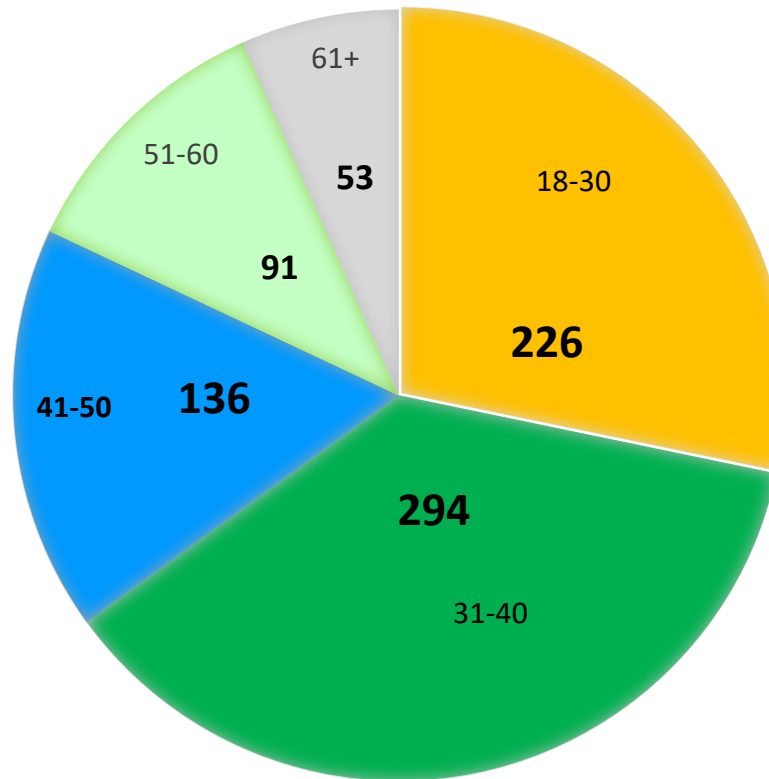


# Voluntary Exclusion Enrollees By Age

Data as of October 15, 2023

Total = 800

18-30 31-40 41-50 51-60 61+





# GAMING COMPLIANCE

Casino Update



# Service Permits Issued as of 10/18/2023

## Service Permits

Type	# Approved as of October 18, 2023	Increase since July 2023	% Increase since July 2023
Gaming and Non- Gaming	4,850	1,000	26%
Vendors	509	71	16%



# Supplier Permits Issued as of 10/18/2023

## .. Supplier Permits

Type	# Approved as of October 18, 2023	Increase since July 2023	% Increase since July 2023
Key Manager	113	21	23%
Manufacturer	21	1	.05%

*The number of manufacturers in the gaming industry is limited; therefore, there has been no additional manufacturer applications received.*



# Hard Rock Casino Bristol

Within the last quarter, approved the receipt of 4 new games and approved 10 change requests which involved a total of 174 games.

Meeting monthly with Hard Rock to prepare for the opening of the permanent casino next summer.





# Rivers Casino Portsmouth

Continuing to work with Rivers on day-to-day operations.

During the last quarter, approved the receipt of 15 new games and approved 11 change requests involving 117 total games.



# Caesars Danville

During the last quarter, approved the addition of 70 new games and approved 20 change requests involving 391 games.







**VA Lottery October 25, 2023**



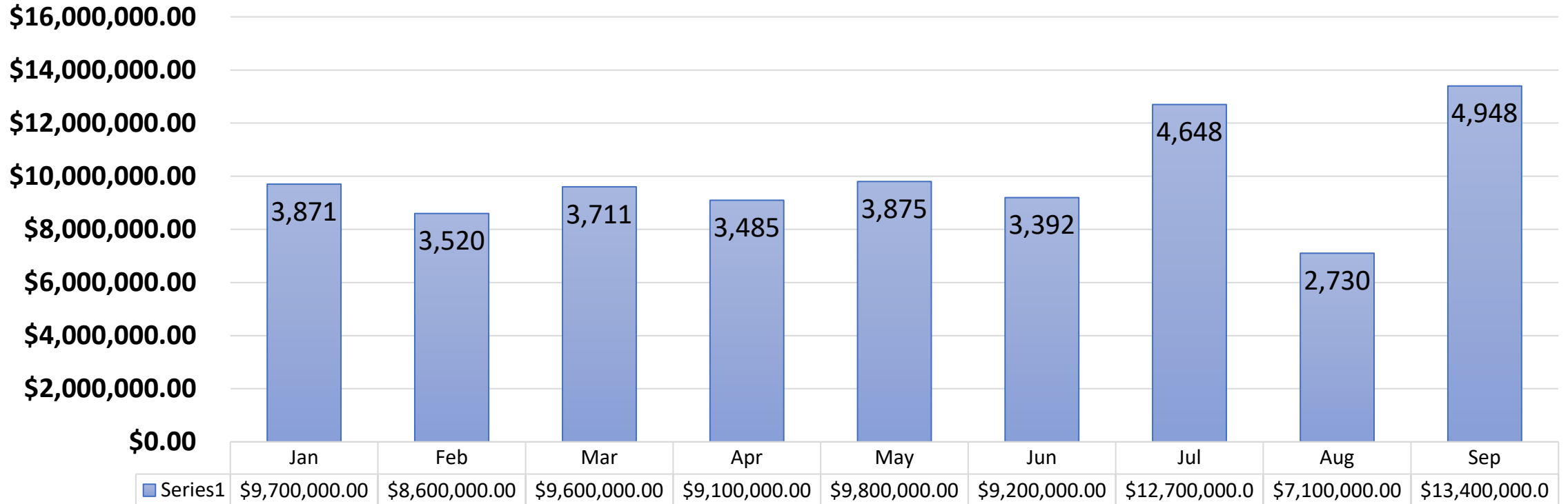




# Slot Jackpots Jan-Sep 2023

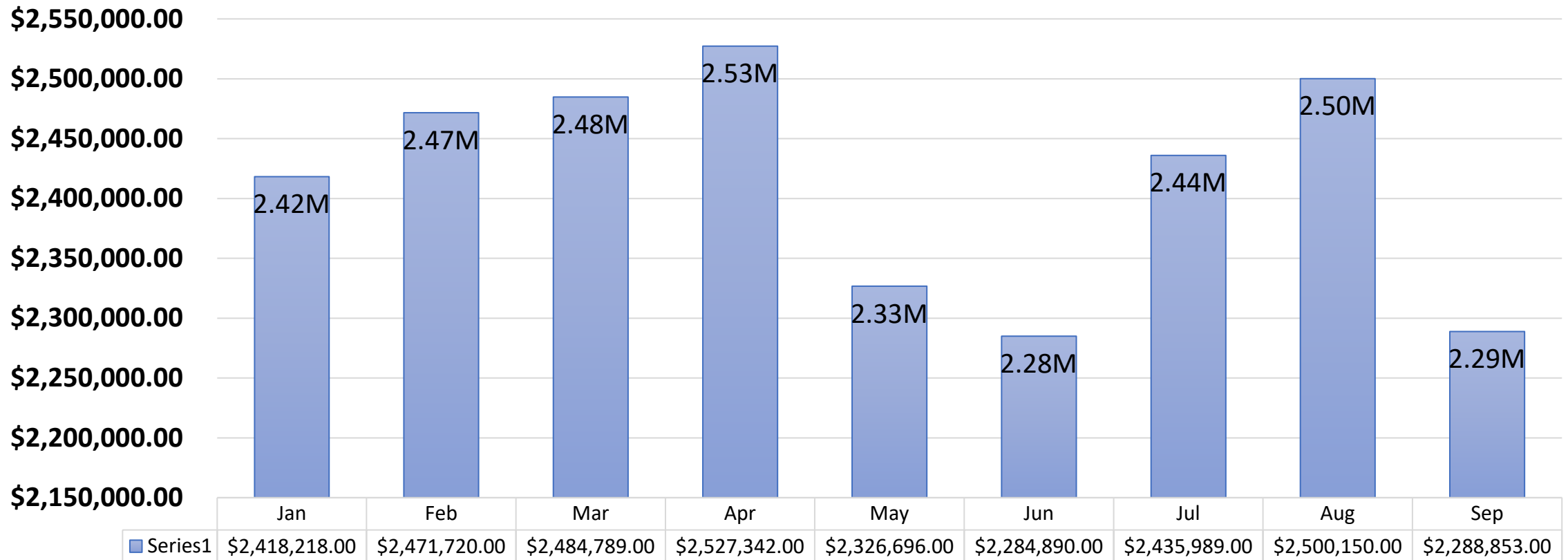
**Total: 34,180**  
**Amount: \$89,200,000**

2023 Slot Jackpots



# Gaming Taxes Jan-Sep 2023

**Amount: \$21,738,647**





**\$148,897.50 Slot Jackpot Winner!**



**\$200K Summer Silverado Giveaway Winner!**



**\$228,602 Table Games Jackpot Winner!**





## Q3 TDR Donations

### July

Bristol Public Library

**\$6,897.75**

Imagination Library of  
Bristol

**\$6,897.75**



### August

Feeding  
Southwest Virginia

**\$16,290.25**



### September

Morrison School

**\$15,283.00**



## DID YOU KNOW?

**Total Q3 TDR Contributions:**

**\$45,368.75**

**Total 2023 TDR Contributions:**

**\$142,109.05**

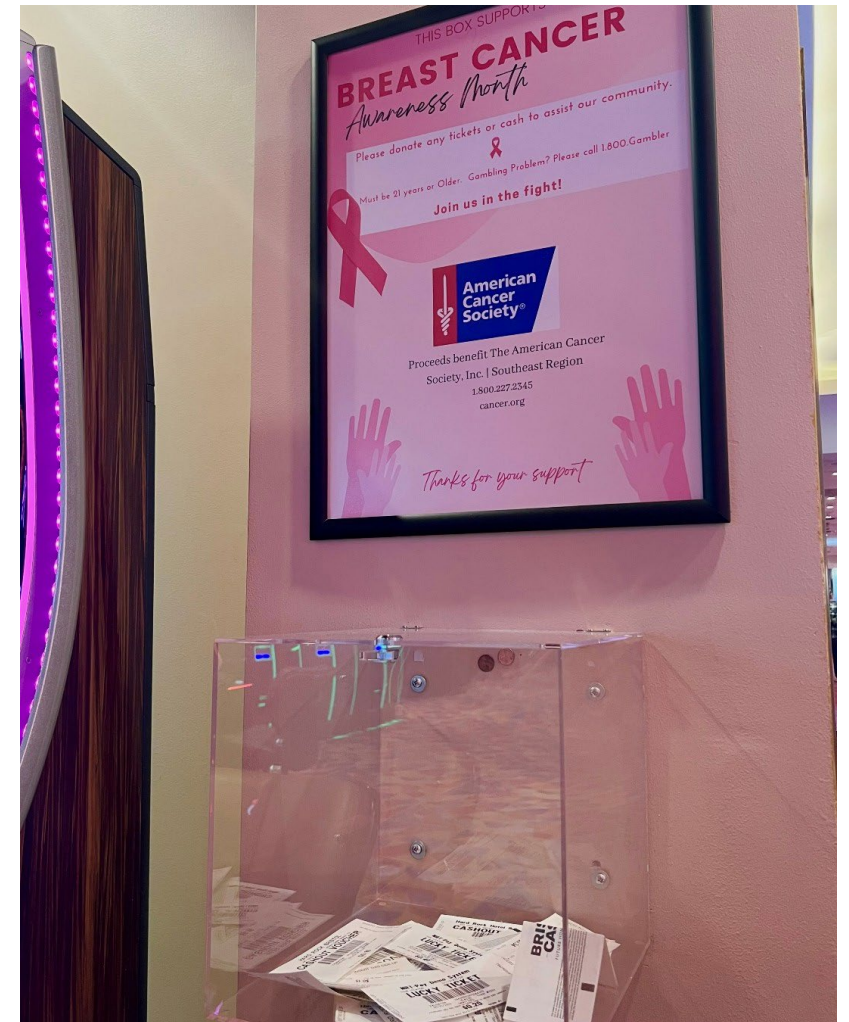
It costs approximately  
\$50,000 a month to operate  
the TDR. 100% of your  
contributions benefit our  
community non-profits.

## Team Member Dining Room Donations

- January: \$17,728 to Margaret B. Mitchell Clinic
- February: \$10,000 to YMCA Little Floaters Program
- March: \$10,000 to Abuse Alternatives
- April: \$10,000 to Branch House
- May: \$7,939 to VFW and \$7,939 to Disabled American Veterans
- June: \$7,322 to Alzheimer's Association and \$7,322 to Mountain Empire Older Citizens
- July: \$6,897 to Bristol Library and \$6,897 to Imagination Library
- August: \$16,290.25 to Feeding Southwest VA
- September: \$15,283 to Morrison School
- October: American Cancer Society
- November: Speedway in Lights Children's Charities
- December: Kari's Heart

## TITO Boxes – Guest Donations \$19,195 (Jan-Aug)

- Jan & Feb: \$5,770 to American Red Cross
- March & April: \$5,118 to Frontier Health
- May & Jun: \$4,209 to The United Way of Bristol
- Jul & Aug: \$4,098 to Bristol Fire Department
- Sep & Oct: American Cancer Society
- Nov & Dec: Feeding Southwest VA





## Bristol Virginia Police Department's Trunk or Treat





## Proud Sponsor of Tri Pride Parade & Festival





## FRIENDS Buddy Walk – Down Syndrome Association



## \$4,098.98 to the Bristol, Virginia Fire Department





## Bristol Regional Speech and Hearing Center's Run Your Mouth 5K



## Domestic Violence Awareness Month "chalking it up" in the Team Member parking lot





**\$6,897.75 to Imagination Library of Bristol**



**\$6,897.75 to the Bristol Public Library**





## Proud sponsor of the Tri-Cities 9/11 Memorial Stair Climb





## FEEDING<sup>®</sup> SOUTHWEST VIRGINIA



Want to be a part of our next Culture Club  
volunteer opportunity?

Feeding Southwest Virginia needs 8 volunteers  
(for each shift) to pack backpacks on  
Monday, September 18th.  
You may volunteer 9 am - noon or 1 pm - 4 pm.

This is for team members only. Please do not register friends and family. Because this is a volunteer event, you will not be paid for participating. Please make sure that this event does not conflict with your schedule before you sign up to participate.

Please wear the black "I'm With The Band"  
shirt or purple "Culture Club" shirt. No  
new shirts will be given for this activity  
unless this is your first volunteer event.



To sign up, scan the  
QR code or click [HERE!](#)





# PINKTOBER Events

- Real Men Wear Pink
- PINKTOBER Merch
- Signature Cocktail
- Blackjack for a Cause
- Making Strides Against Breast Cancer Walk



**Chef's Table for a Cure**

**\$20**

AVAILABLE AT MR. LUCKY'S, BRICK'D OR THE CASHIER

Tickets serve as an entry for one to the Pink Party on Wednesday, October 11 at 6PM at the Bristol Bar. This ticket will also be placed into the drum for the Chef's Table for a Cure Drawing at 8PM the night of the Pink Party.

**GRAND PRIZE**

THREE-COURSE MEAL FOR UP TO 4 PEOPLE REDEEMABLE IN NOVEMBER.

Charcuterie Board  
Raviolo al Uovo  
Surf and Turf

**CELEBRATE PINKTOBER**



**PINKTOBER Signature COCKTAIL**

**PINKY PROMISE**

BOMBAY SAPPHIRE GIN  
DRAGON FRUIT PUREE  
LEMON JUICE  
CRANBERRY JUICE

**BRISTOL BAR**  
SPORTS & ENTERTAINMENT

ENTER FOR A CHANCE TO WIN A LUXURIOUS SPA PACKAGE!

PACKAGE INCLUDES:

- FULL FACIAL
- 90-MINUTE SWEDISH MASSAGE
- ULTRA-LUX GEL MANI

**\$20**  
PER TICKET

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

SCAN ME

SCAN QR CODE FOR ENTRY FORM

All proceeds are donated to American Cancer Society

**MAKING STRIDES AGAINST BREAST CANCER**

**Flamingo Walk**

WE ARE SO HAPPY TO ANNOUNCE THAT IN PARTNERSHIP WITH BALLAD HEALTH, HARD ROCK BRISTOL IS BRINGING THE MAKING STRIDES AGAINST BREAST CANCER WALK BACK TO BRISTOL!

WHEN: SATURDAY, OCTOBER 21, 2023  
WHERE: WALK WILL BEGIN AT BOYCE COX FIELD AND END AT HARD ROCK BRISTOL.







BRISTOL

# PINKTOBER Events

# BRISTOL CASINO

FUTURE HOME OF HARD ROCK

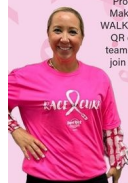
## POWER OF PINK DAY

We are kicking off Pinktober in a big way! Wednesday, October 4th is the American Cancer Society's "Power of Pink" day. Team Members are invited to wear their property "Race for a Cure" shirts every Wednesday & Saturday in October, with department approval.

If you have not purchased your shirt or other accessories, you can do so through the Pinktober T-shirt and Accessories form on RedeApp or by scanning the QR code.



This is also a great time to share our Pinktober Property Initiatives with our guests, including our Making Strides Against Breast Cancer FLAMINGO WALK on Saturday, October 21st! Guests can scan the QR code on the sign outside Bristol Bar to join our team. If you or a loved one would like to sign up and join the Hard Rock Bristol team, please use the QR code below to sign up today.



Making Strides Against Breast Cancer  
FLAMINGO WALK

## TEAM MEMBER

## Raffle

TEAM MEMBERS HAVE THE OPPORTUNITY TO PURCHASE A RAFFLE TICKET TO WIN A SPA PACKAGE. TICKETS WILL BE ON SALE THROUGH 10/31. YOU CAN PURCHASE YOUR TICKET THROUGH REDEAPP FOR \$20. WINNER WILL BE ANNOUNCED ON WEDNESDAY, NOVEMBER 1ST. AFTER PURCHASE, TICKETS WILL BE DELIVERED TO YOUR DEPARTMENT LEADERS BY FOOD & BEVERAGE.



### SPA PACKAGE INCLUDES:

- 90 MINUTE SWEDISH MASSAGE (THE NEST WELLNESS RETREAT)
- 50 MINUTE COMPREHENSIVE FULL FACIAL (THE NEST WELLNESS RETREAT)
- DELUXE MANICURE (LE POSH NAIL BAR)

\$20 VALUE

Scan to  
Enter



## Bristol Bowls Against

## BREAST CANCER



DATE  
10/4/23



RESERVE TICKETS

LOCATION  
INTERSTATE BOWL

TIME  
6PM - 8PM  
OR  
8PM - 10PM

TICKETS ARE \$15





# Team Member Engagement

- All In with Allie and Talking Money with Mark
- Freddie Mercury Day: \$1 Mustaches & Queen Costumes
  - \$500 Donated to the Mercury Foundation
- Hispanic Heritage Month Virtual Event
- NFL Jersey Days every Sunday
- TM ENGAGEMENT SURVEY



**BRISTOL CASINO**

TEAM MEMBERS ARE INVITED TO STOP BY TO MEET MARK AND ASK QUESTIONS, PROVIDE SUGGESTIONS, AND LEARN ABOUT FINANCE OPERATIONS. WHILE YOU'RE THERE, GRAB A SNACK AND REGISTER TO WIN SOME AWESOME PRIZES!

**TDR**  
**Saturday, September 23rd**  
**11 am - 1 pm**  
**3 pm - 5 pm**  
**7 pm - 9 pm**

**TALKING MONEY**  
with  
**MARK**

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

GET YOUR FREDDIE MUSTACHE

**FREDDIE for a DAY**  
- SEPTEMBER 5TH -

ARE YOU READY TO FREDDIE?

With your department's approval, dress up like Freddie Mercury on September 5th.

Mustaches may be purchased for \$1.00 at the Team Member Entrance from 7:00AM - 7:00PM.

"Freddie for a day is held every 5th of September, marking Freddie's birthday, whilst raising awareness and funding for the fight against AIDs and HIV through The Mercury Phoenix Trust."

Hosted by L.E.A.U. Presented by we are

IN HONOR OF NATIONAL HISPANIC HERITAGE MONTH  
PROSPERITY, POWER, AND PROGRESS

**DIME LA VERDAD: OUR LATIN LEGACY**

FEATURING PANELISTS

MACARIO GALLEGOS Senior Vice President Information Technology Seminoles Hard Rock Support Services

ESTEFANIA DIAZ-BALART Vice President Latin Business Development Seminoles Gaming

FREDDY HERNANDEZ Regional Director Marketing Hard Rock International

VIRTUAL RSVP

FRIDAY, SEPTEMBER 15, 2023  
EVENT 2:50PM - 4:50PM EST  
SEMINOLE CASINO HOTEL IMMOKALEE | EVENT CENTER

IN-PERSON RSVP

\*TRANSPORTATION PROVIDED FOR IN-PERSON ATTENDEES



**ALL IN WITH ALLIE**

Where: TDR

Thursday, 9/7  
11:30 am - 1:30 pm  
3:30 pm - 5:00 pm

Saturday, 9/9  
7:00 pm - 9:00 pm  
10:00 pm - 12:00 am

Stop by to chat or ask questions about the property.



# Other Team Members Events

- School Supply Drive
- Wellness Fair with flu shots and massages
- Mammograms
- Jet Dental (free cleanings)
- Biometric Screenings
- Social Identity Training
- Anti-Human Trafficking Training
- DE&I: “The Look” Unconscious Bias Voluntary Training

**PROTECT YOUR FAMILY & COMMUNITY!**

Scan the QR code below to complete Hard Rock's Social Identity Quest and be automatically entered to win a \$400 gift prize, to be drawn on November 15th. The Hard Rock Social Identity Quest is an online program that lets you explore the realities of social media together with a tween or teen, and share experiences about how to stay safe. Be sure to complete the survey before and after the Quest in order to be eligible for the prize.

**ENTER TO WIN**

- YETI COOLER
- YETI RAMBLER
- WAIST BAG
- WIRELESS EARBUDS
- WIRELESS SPEAKER
- HAT
- HARD ROCK COLLECTIBLE PINS

SCAN OR VISIT  
SOCIALIDENTITYQUEST.COM  
REGISTER WITH YOUR  
PROPERTY NAME TO BE  
ELIGIBLE FOR THE DRAWING.

Together we can protect our youth from online predators.

Seminole Tribe of Florida and Hard Rock International are committed to fighting the heinous crime of Human Trafficking.

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

**jet dental**  
ON-SITE DENTAL SERVICE AT  
HARD ROCK HOTEL & CASINO BRISTOL

**WHEN:** October 12th, 2022  
Open Open

**WHERE:** Open Training Room

**WHO:** Eligible for employees and dependents

**COST:** We bill your Dental Insurance

**HOW:** Sign-up is easy!  
Call, email, or scan the QR code below

Jet Dental is in-network with most major insurance carriers including Cigna, Aetna, Humana, Delta Dental, Guardian, BCBS and many more. Please be sure to fill out your health history and insurance before prior to your appointment.

JetDental.com | 801.420.6262 | hello@jetdental.com

**SCHOOL SUPPLY DRIVE**

On Monday, 7/31, the School Supply Drive will be open for one last day to both Hourly and Salaried Team Members.

Bring your child's school supply list to the HR office from 7am to 7pm to get a jump start on back-to-school shopping!

School Supplies are only available for Team Members with dependant children in their primary care who are currently enrolled Pre-K through 12th grade, while supplies last.

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

Do you or a loved one need an annual mammogram?

Scan here to show your interest!

Early Detection Saves Lives.

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

We are gauging interest in hosting on-site breast cancer screenings for Team Members and their loved ones. This service is free for those who are uninsured, and is covered under the company health plan as long as you meet the following criteria:

- Must be over 40, or have a family history and/or a high-risk of breast cancer.
- Must not have any new breast-related symptoms.
- Must not have received a mammogram in the last year.

THIS FORM IS SOLELY TO GAUGE INTEREST IN AN ONSITE MAMMOGRAM. IT IS NOT AN OFFICIAL REGISTRATION FORM.

**Wellness Fridays**  
Coming in October

**10/6**  
Wellness Fair

We will have insurance vendors here to explain benefits including medical, dental, vision, and EAP. Local Healthcare providers will be available to answer questions and Flu Shots will be given. Make plans to stop by, ask questions, and have a healthy snack!

**10/13**  
Ballad Health's Mammogram Mobile

Space is LIMITED. Call 423.915.5200 or email Crystal Rush at Crystal.Rush@balladhealth.org to register today!

**Jet Dental**

Jet Dental will be here for teeth cleanings and other dental needs. Please be sure to provide them with a copy of your dental insurance during the visit.

**10/20**  
Biometric Screenings

Biometric Screenings are free and help you earn insurance discounts. Stay tuned for more information!

Please see Human Resources if you have any questions.

**Hard Rock**  
HOTEL & CASINO  
BRISTOL

## Luxury Hotel

303 rooms plus feature Body Rock, Rock Spa, and a featured Indoor/Outdoor Pool

## World Class Smoking & Non-Smoking Gaming Areas

Over 1,500 Slots Machines & 75 Table Games  
Hard Rock Sportsbook

## Dining venues to include:

Council Oak Steakhouse  
Hard Rock Cafe  
YouYu Noodle Bar  
Large Food Hall

## State of the Art Entertainment Venue

Hard Rock Live Venue  
2,000 seats

## Retail

Rock Shop and Unity Venue  
Player's Club



1,500  
Slots

75  
Table Games

Sportsbook

303  
Hotel Rooms

2,000 seat  
Entertainment  
Venue

Body Rock &  
Rock Spa



# Construction Progress





# Construction Progress





# Construction Progress





# Construction Progress





# Construction Progress





**Hard Rock**  
HOTEL & CASINO

BRISTOL

**Hard Rock**  
HOTEL & CASINO

**Hard Rock**  
HOTEL & CASINO

BRISTOL

**Hard Rock**  
HOTEL & CASINO

BRISTOL

**Hard Rock**  
HOTEL & CASINO

BRISTOL

**Hard Rock**  
HOTEL & CASINO

BRISTOL

**Hard Rock**  
HOTEL & CASINO

BRISTOL











# Thank You!



# Q3 FALL UPDATE

OCTOBER 2023



# A STRONG ECONOMIC ENGINE

JAN. 23 - AUG. 31, 2023

- \$165.2M Gaming Revenue Produced
- \$6.7M Food & Beverage Revenue
- \$244.5 Entertainment Admissions Revenue
- \$29.7M State Taxes Generated
- \$9.8M Local Taxes Generated
- \$1.8M Real Estate Taxes Generated
- \$620.7K Personal Property Taxes Generated
- \$22.2K Admissions Taxes Generated
- \$451K Building Permit Cost
- \$38K Business License Cost

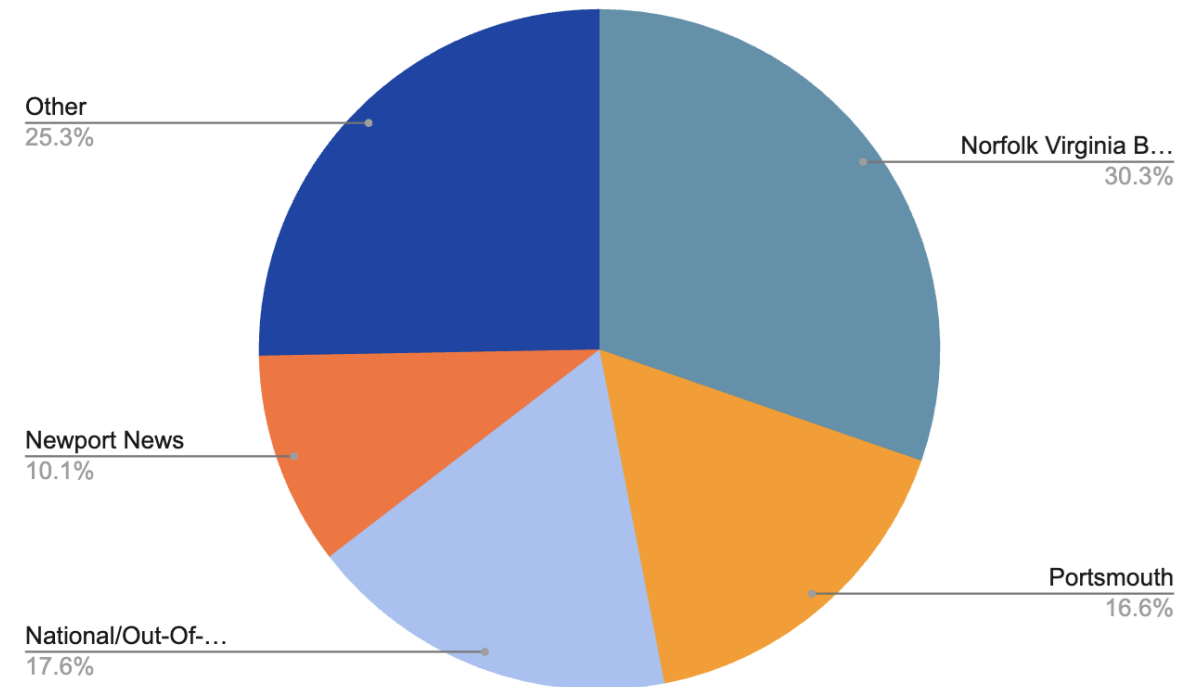


“Rivers Casino has provided the City of Portsmouth with a much-needed economic boost.”  
– **Brian Donahue, Portsmouth Economic Development Director, Interview with COVA Biz Magazine**

# A STRONG ECONOMIC ENGINE

## GUEST ORIGINATION

- 30.3% Norfolk, VA Beach, Chesapeake
- 16.64% Portsmouth
- 17.64% National/Out-Of-Market
- 10.13% Newport News
- 25.29% Other



**Guests of Rivers Casino Portsmouth  
have visited from ALL 50 states!**

# A STRONG ECONOMIC ENGINE

## EXPENDITURES & DIVERSITY SPENDING

- 183 Virginia-Based Vendors & Suppliers
- \$9.5M In Expenditures To Local Vendors & Suppliers To-Date Including:
  - \$862K In Expenditures to Women & Minority-Owned Businesses\*
  - \$3.1M In Expenditures To Portsmouth-Based Businesses



“As a proud member of the Portsmouth and Hampton Roads community, we’ve made it our priority to work with local businesses, vendors and suppliers.”

- Roy Corby, General Manager, Rivers Casino Portsmouth



# A GREAT PLACE TO WORK



## RIVERS CASINO PORTSMOUTH CREATED 1300 JOBS

### 1086 TEAM MEMBERS

- 34.1% Portsmouth Residents
- 53.95% Female
- 63% Minority

### 237 LEADERSHIP TEAM MEMBERS

- 49.37% Female
- 49.7% Minority
- 28.69% of Leadership Team Promoted From Within
- 48.53% of Promotions to Female Team Members





# A PROUD COMMUNITY PARTNER

VOLUNTEERISM, BOARD SERVICE, DONATION DRIVES,  
IN-KIND CONTRIBUTIONS, CORPORATE GIVING

# A PROUD COMMUNITY PARTNER



**OVER \$775K DONATED THROUGH CORPORATE GIVING**

- **874.5 Volunteer Hours Served**
  - City of Portsmouth's Clean Up Initiative, Chesapeake Regional Healthcare's Brahaha Awards Show and Auction, Community Outreach Coalition's Breast Cancer Awareness Walk, Bon Secours Community Health Hub, Roc Solid Foundation, and more.
- **\$55K Raised Through Donation Drives**
  - Portsmouth Museums Foundation, HER Shelter, Foodbank of Southeastern Virginia and the Eastern Shore, Portsmouth American Legion, and more.
- **\$78K+ Given Through In-Kind Donations**
  - School supplies, food, clothing, hygiene items, equipment, meeting and event space, and more.





# A PROUD COMMUNITY PARTNER



## RIVERS GIVES DAY OF SERVICE 2023

On Oct. 17, Team Members at Rivers Casino Portsmouth joined Team Members across all Rivers Casino locations to quintuple the community impact in each of our five operating markets through volunteerism and on-site activities.

The inaugural "Rivers Gives Day of Service 2023" focused on health and human services. Rivers Casino Portsmouth Team Members participated in a supply drive in support of Bon Secours Community Health Hub, and volunteered at the warehouse for Roc Solid Foundation. Additionally, charitable donations were made to both organizations and the American Cancer Society.





# A PROUD COMMUNITY PARTNER





**PORTSMOUTH IS WINNING**



# PORTSMOUTH IS WINNING

## HOSTING COMMUNITY EVENTS IS A WIN-WIN – FOR THE CASINO AND THE COMMUNITY

### Recent hosted events included:

- Hampton Roads Workforce Council held their 2023 Workforce Innovation Awards hosted by Mayor Shannon Glover, this event was a tribute to local workforce innovators.
- For the first time, the Military Economic Development Advisory Committee (MEDAC) held their joint meeting for Norfolk, Portsmouth and Virginia Beach in Portsmouth.



# PORTSMOUTH IS WINNING

## A DIVERSE ENTERTAINMENT LINEUP

Rivers Casino Portsmouth has welcomed headliners, hitmakers and unforgettable performances to The Event Center, and regularly hosts the best local bands and events in the Sound Bar.

  
HAMPTON ROADS | NORTHEAST NC

**'Long Island Medium' coming to Rivers Casino Portsmouth**



WTKR-NFK (CBS)  
June 18, 2023



**R&B legends The Commodores and The Spinners coming to Portsmouth casino**



WAVY-NFK (NBC)  
July 21, 2023

 95-7 R&B  
1d · 🌐

Mark your calendars! 🗓️ The Come Up, LIVE! returns to Rivers Casino Portsmouth on October 11th! Featuring performances from K'Tron, Monea, La'nique, and GeeLitt. Plus, comedians Donna Lewis, Lionel Harris, and Sherri Priester will be there to entertain you between musical performances!

  
**FEATURING**  
OCTOBER 11TH 7PM  
K'TRON  
MONEA  
LA'NIQUE  
GEELETT  


  
**FEATURING**  
OCTOBER 11TH 7PM  
DONNA LEWIS  
LIONEL HARRIS  
SHERRI PRIESTER  




Audacy 95.7 R&B  
2nd Wednesday of Every Month





**THANK YOU...**

**TO OUR TEAM MEMBERS, GUESTS, COMMUNITY, AND  
THE VIRGINIA LOTTERY BOARD.**



**Caesars Virginia**  
**Virginia Lottery Update**  
**October 25, 2023**



# Danville Casino Future Home of Caesars – Q3 Highlights

## Operations Highlights

- Strong volumes continued into our first full quarter of operations
- **\$91M** in Net Gaming/AGR from opening through the end of September
- Increased the size of our Gaming Floor since opening
  - 786 Slot Machines (+46 since opening)
  - 33 Table Games (+8 since opening)
  - 36 Electronic Tables Games (+8 since opening)
  - 12 sports betting kiosks (+4 since opening)
- Our temporary facility has seen **~500k** visitors since opening
  - Hosting our customers at businesses in Danville and the surrounding areas including host customer dinners, golf events, wine tasting, VIR
- Replaced all 36 tent panels of our temporary structure
- Added a noodle bowl kiosk to the floor



# Danville Casino Future Home of Caesars – Hiring and Training



## Hiring and Training Highlights

- Hiring remains strong with word of mouth on opportunities to work at the casino
- Table Games Dealer Schools continue on a regular basis
- Planning for the permanent casino hiring plan has started with connecting back with local colleges and universities
- As of the beginning of October:
  - 433 Team Members
  - 79% Virginia Residents
  - 51% Danville Residents
- Tourism education focus in Danville and surrounding areas
  - First Tourism Resource Collab at the Institute for Advanced Learning and Research
  - Averett University Hospitality Program launched online and in person with 20 students
  - Future of Hospitality and Tourism Workforce Summit – Averett University with Virginia Tech





# Danville Casino Future Home of Caesars – Community

## Community Boards

- Institute for Advanced Learning and Research, River District Association, Danville Rotary Club & Community Foundation of the Dan River Region – Kunal Patel, Compliance Manager
- Danville and Pittsylvania County Chamber of Commerce & United Way of Danville and Pittsylvania County – Chris Albrecht, General Manager
- Boys and Girls Club of Danville Area – Matthew Kern, Slot Director
- Danville Historical Society – Dean Hairston, Security Director and Carmen Kesel, Marketing Director
- IDA Board for Pittsylvania County – Jennifer Holley, Finance Director

## NRT Charities

- Danville Science Center Foundation (August)
- Danville-Pittsylvania Cancer Association (September)
- Dan River Basin Association (October)

## HERO Events

- North Main Street Clean Up
- Boys and Girls Club Back to School Drive





## Caesars Virginia – Construction Progress





## Caesars Virginia – Construction Progress

