



GAMING COMPLIANCE

Gaming Update

July 12, 2023





GAMING COMPLIANCE

Sports Betting Update

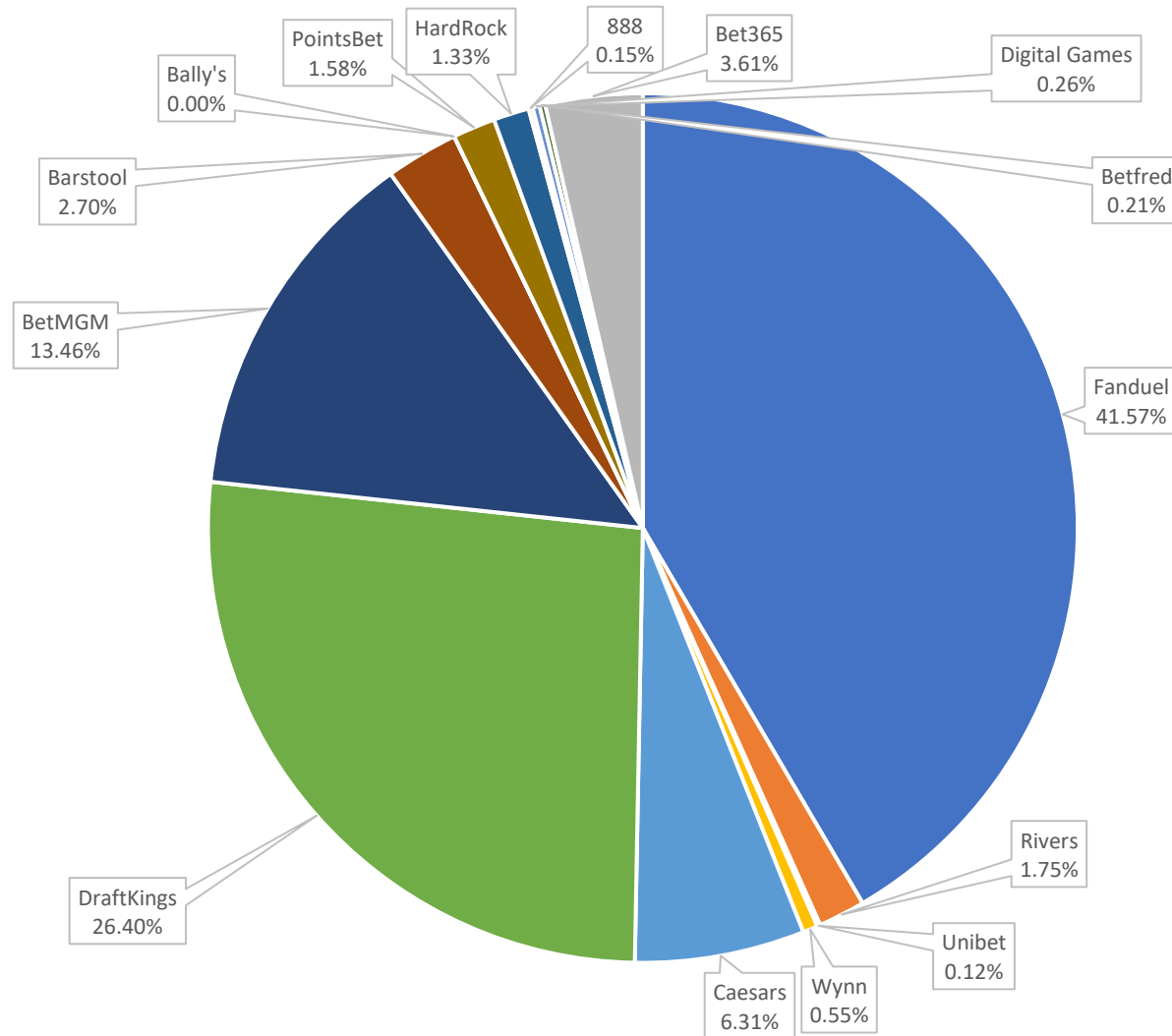


Approved Operators

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's Interactive, LLC	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	Permit issued March 3, 2023

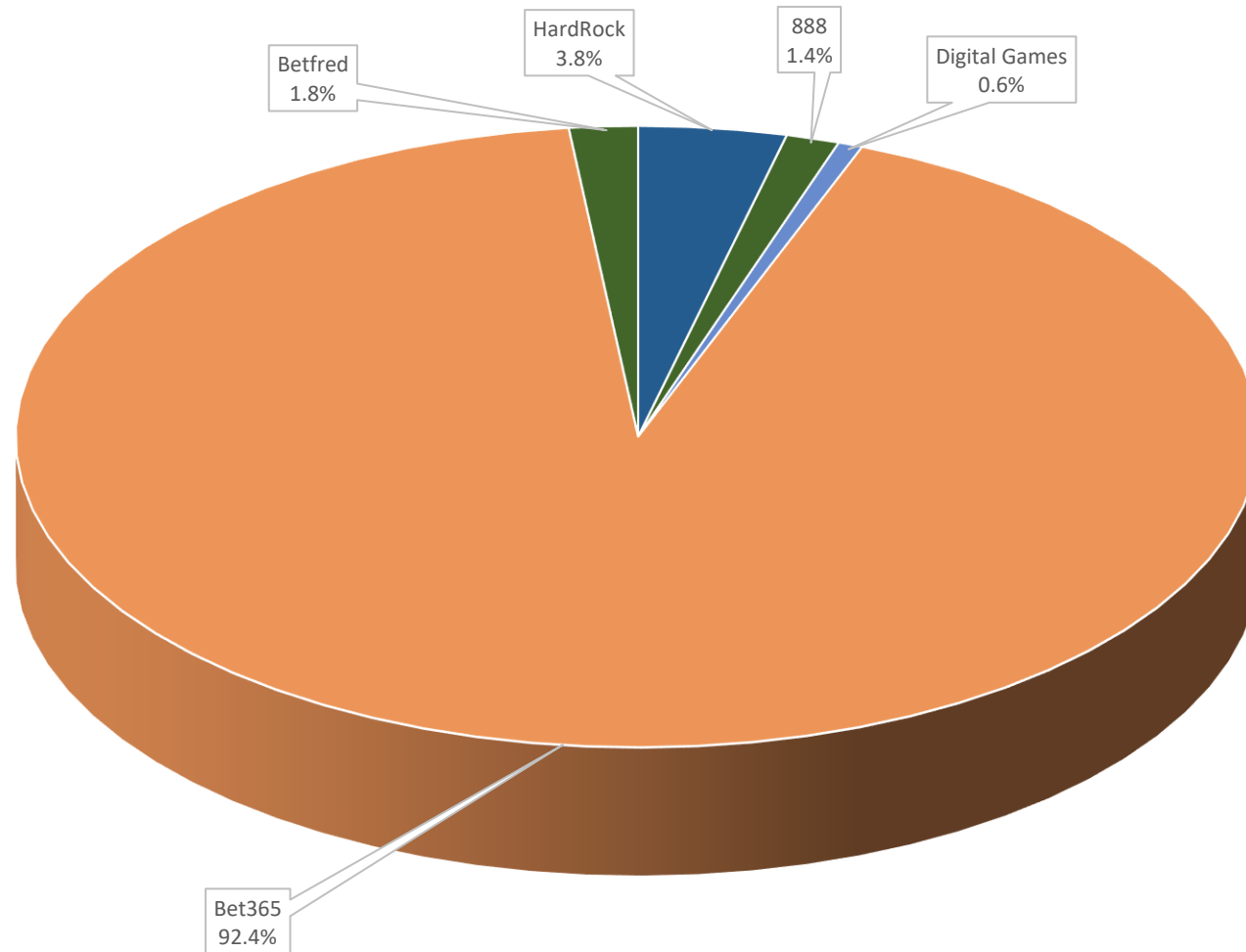
Market Share by Operator

January 2023 to May 2023



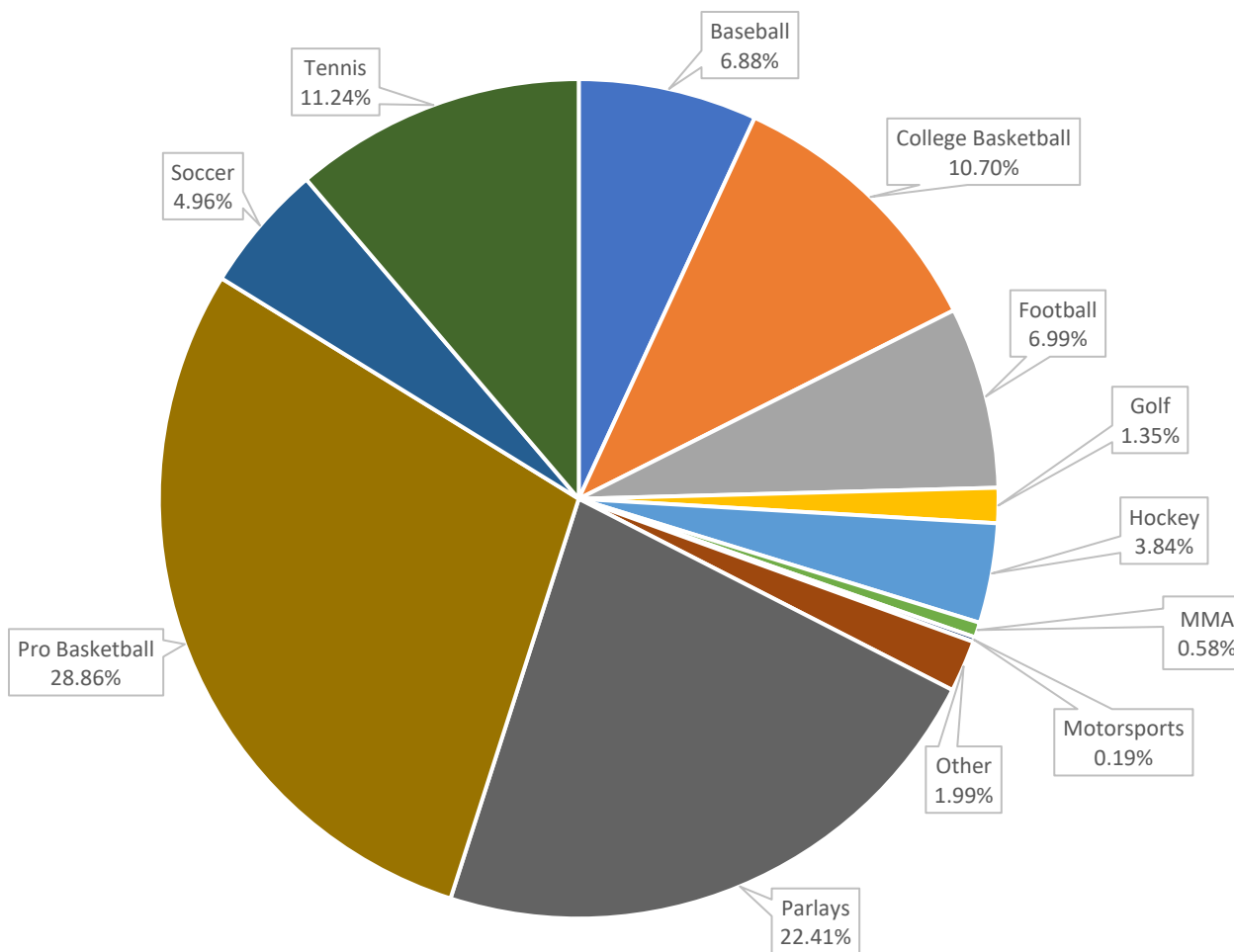
Promotions by Operator

January 2023 to May 2023



Total Wagers by Sport

January 2023 to May 2023





GAMING COMPLIANCE

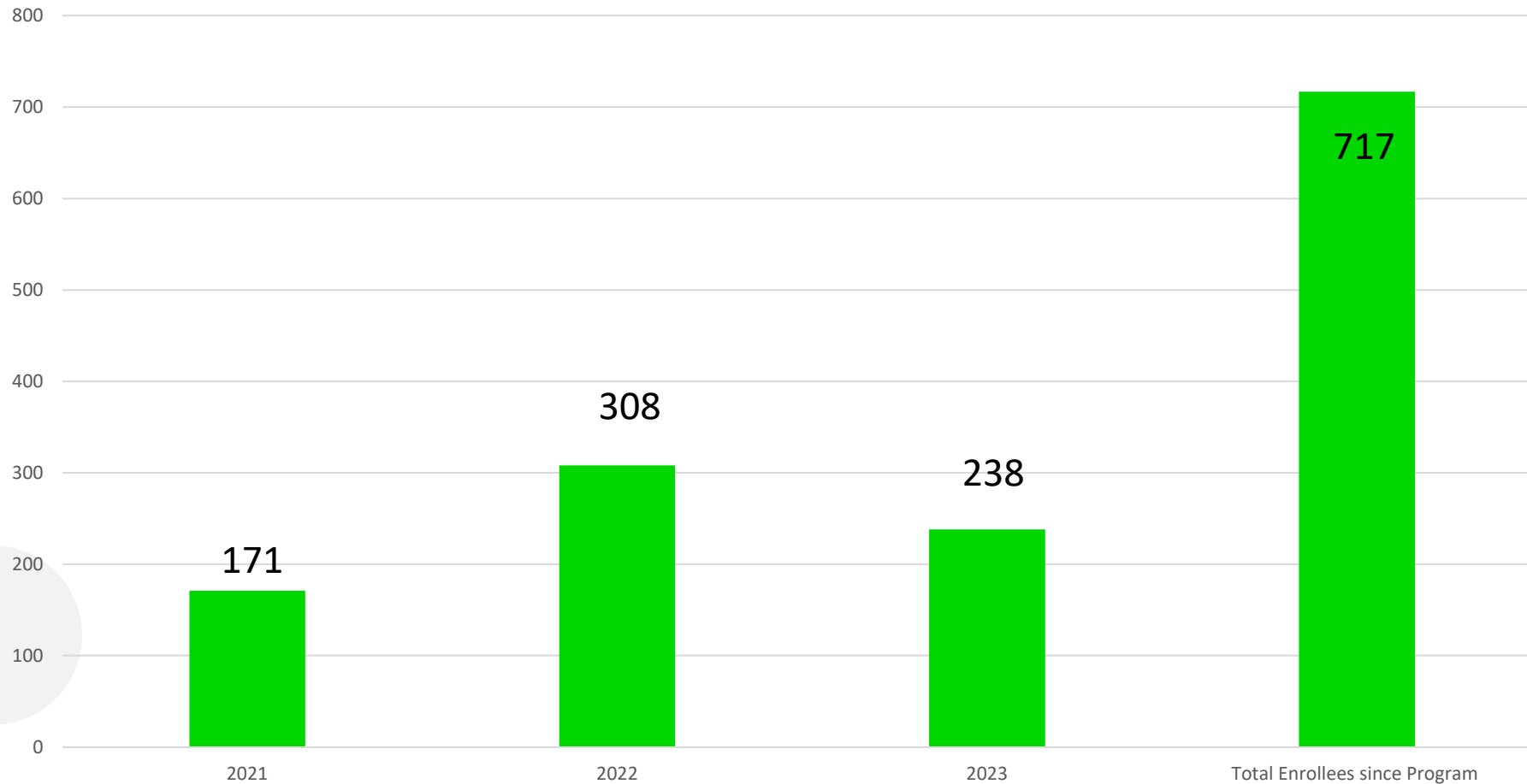
Voluntary Exclusion Program Update



Voluntary Exclusion Program Update

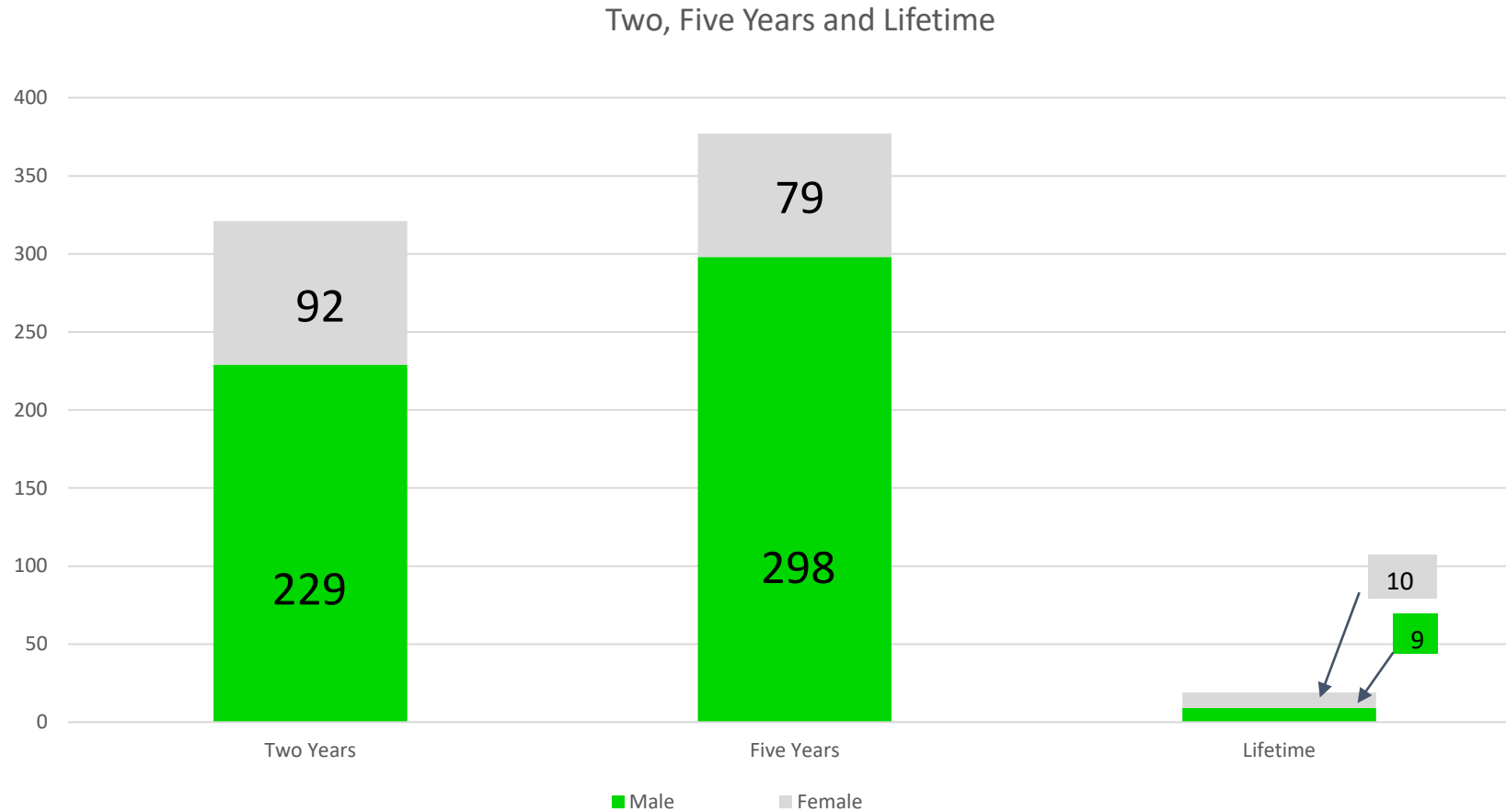
Total Program Enrollment is 717

• ** as of 7/1/2023*



Voluntary Exclusion Program

Exclusion Period Breakdown (*as of July 1, 2023*)

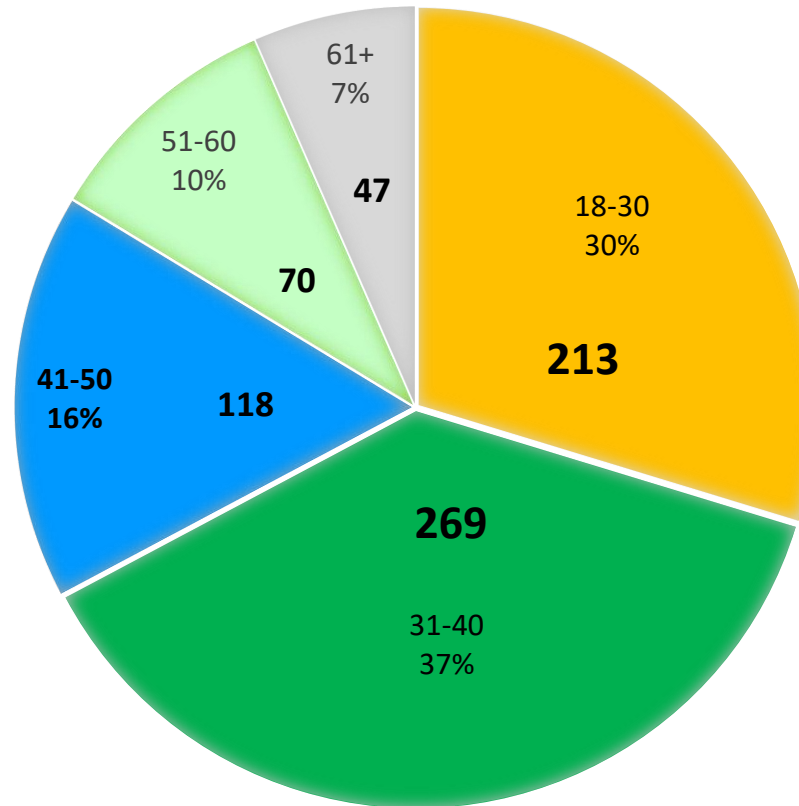


Voluntary Exclusion Enrollees By Age

Data as of July 1, 2023



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





GAMING COMPLIANCE

Casino Update



Service Permits Issued as of 7/04/2023

Service Permits

Type	# Approved as of July 4, 2023	Increase since April 2023	% Increase since April 2023
Gaming and Non- Gaming	3,850	808	27%
Vendors	438	54	14%



Supplier Permits Issued as of 7/04/2023

Supplier Permits

Type	# Approved as of July 4, 2023	Increase since April 2023	% Increase since April 2023
Key Manager	92	16	21%
Manufacturer	20	0	N/A

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



Hard Rock Casino Bristol

Happy 1st Anniversary!!

Working closely with
Hard Rock to prepare
for the opening of the
permanent casino
next summer.



Rivers Casino Portsmouth

Happy six-month anniversary!!

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

Recently hired a technical
field representative to
assist with the slot floor.



Caesars Danville

Opened to the public
on May 15, 2023.

Working with Caesars
to add additional slot
machines.

Continuing to work
with Caesars on the
permanent facility.



Headwaters Resort and Casino



Hard Rock Hotel & Casino Bristol

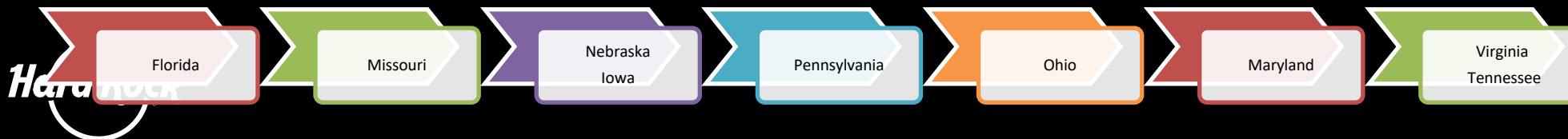


SEMINOLE
GAMING

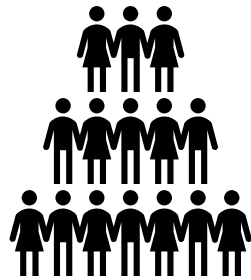


Allie Evangelista

- Born and raised in the south of Brazil
- Bachelors Degree in Travel & Tourism
- College internship at Walt Disney World
- Moved to the US in 1998, married for 22 years
- Held various positions in hospitality starting as a hotel housekeeper
- Joined the gaming industry in 2006 as Assistant Slot Manager at Ameristar in Missouri
- Two Masters Degrees: Business Administration and Human Resources Management
- Iowa as Director of Casino Operations and Human Resources at Ameristar Hotel and Casino
- Pennsylvania as VP of Gaming and Vice President & General Manager at the Meadows
- Ohio as Vice President and General Manager at Hollywood Gaming and Racetrack
- Maryland as Vice President and General Manager at Hollywood Casino
- Seven States, six gaming jurisdictions



Hard Rock Hotel & Casino Bristol



586

Team Members

321

Day One Team Members

358

Transfers and Promotions

20

Open Positions





SEMINOLE
GAMING

Hard Rock Hotel & Casino Bristol



93,000

Unity Card Sign-Ups

\$103M

Slots and Table Games Jackpots Paid

1.2M

Total Attendance

Over
2,000

Hotel Room Nights





SEMINOLE
GAMING

FOOD & BEVERAGE



Mr. Lucky's

- Most Ordered Food Items:

1. **Lucky's Burger** 12,144 (35 per day)
2. **Philly Cheesesteak** 8,527 (25 per day)

Brick'd

- Most Pizzas Sold:

1. **Pepperoni** 14,333 (42 per day)
2. **Meat** 9,332 (27 per day)

Beverage

Most Property Wide Beverages Sold:

1. **Michelob Ultra 12oz bottle** 68,140 (198 per day)
2. **Bud Light 12oz bottle** 34,807 (101 per day)

COMMUNITY ENGAGEMENT



Thank you to all of our Team Members who generously gave their time and skill to contribute to Meghan's Habitat for Humanity home!



CULTURE CLUB



**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

YOU CAN JOIN OUR TEAM BY SCANNING THE QR CODE. PLEASE MAKE SURE YOU JOIN THE "HARD ROCK BRISTOL" TEAM DURING REGISTRATION.



COMMUNITY ENGAGEMENT

Local Community Board Members:

- Bristol Chamber of Commerce – Allie Evangelista, President
- Discover Bristol – Marc DeLeo, VP of Marketing
- United Way of Bristol VA/TN – Mark Begrin, VP of Finance
- Boys and Girls Club of the Mountain Empire – Mike Spatz, VP of Gaming
- Ballad Bristol Regional Medical Center – Danny Jimenez, VP of Food & Beverage
- Abuse Alternatives – Randi Darcy, Director of Surveillance
- Branch House – Julie Rutter, Director of Security
- Holston Habitat for Humanity – Randy Rice, Director of Facilities
- Margaret B. Mitchell Spay & Neuter Clinic/Bristol Humane Society – Carlos Weld, Director of IT
- American Red Cross VA – John Yost, Director of Cash Operations
- Southern Appalachian Ronald McDonald House – Jim Coughlin, Executive Chef (Jan 2024)
- TriPride – Kate Tilley, Director of Player Development





COMMUNITY ENGAGEMENT



MISSION

We create authentic experiences that rock.

MOTTOS

Love All - Serve All
Take Time To Be Kind
All Is One
Save The Planet



VALUES

1. Practice honesty, integrity and professionalism
2. Encourage everyone to maximize their potential
3. Take personal accountability for getting results
4. Create brand excitement through innovation
5. Deliver Amplified Service!

2023 COMMUNITY EVENTS

- Feeding SW Virginia
- Ronald McDonald House Shamrock Shuffle 5k
- Diversity Equity and Inclusion Alliance of NETN and SWVA
- Habitat for Humanity
- Red Cross Blood Drive & VA Organ Donation Drive
- Boone Lake Clean-Up

UPCOMING EVENTS:

- Bristol Regional Speech & Hearing - Run Your Mouth 5k
- Making Strides Against Breast Cancer
- 9/11 Stair Climb Sponsor
- Tri-Pride Festival
- Christmas Parade

Event Sponsorships: United Way, Girls Inc., Abuse Alternatives, Boys & Girls Club, Family Promise, Farmer PRIDE Coalition, SWVA Economic Forum, Appalachian School of Law, & Healing Hands



VIRGINIA'S FIRST CASINO

BRISTOL
CASINO
ROCK



Permanent Facility

Luxury Hotel

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

World Class Smoking & Non-Smoking Gaming Areas

Over 1,547 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



1,547
Slots

75
Table Games

Sportsbook

303
Hotel Rooms

2,000 seat
Entertainment
Venue

Body Rock &
Rock Spa



OUR FIRST SIX MONTHS

JULY 2023

A STRONG ECONOMIC ENGINE

JAN. 23 - MAY 31, 2023

- \$100.5M Gaming Revenue Produced
- \$4.8M Food & Beverage Revenue
- \$12.1M State Taxes Generated
- \$5.9M Local Taxes Generated
- \$1.2M Real Estate Taxes Generated
- Estimated \$700K Personal Property Taxes Generated
- \$362K Local Business Taxes Generated
- \$451K Building Permit Cost
- \$38K Business License Cost

In State of the City, Portsmouth leaders tout casino's economic growth



WTKR NFK (CBS), April 2023

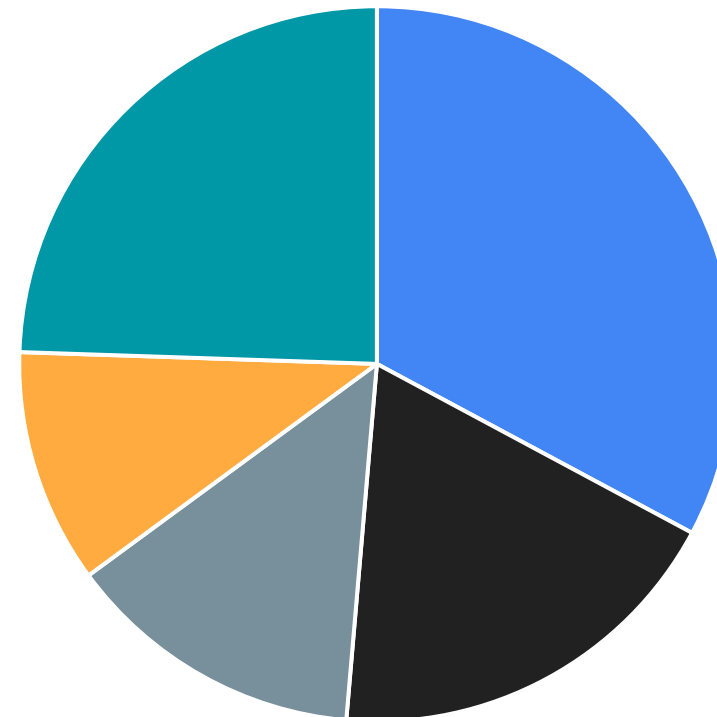
“We are winning in 2023, the city is moving “in a bold, new direction.”

– Mayor Shannon Glover boasts economic growth at Portsmouth State of the City, April 2023

A STRONG ECONOMIC ENGINE

GUEST ORIGINATION

- 32.83% Norfolk, VA Beach, Chesapeake
- 18.53% Portsmouth
- 13.56% National/Out-Of-Market
- 10.60% Newport News
- 24.47% Other



■ Norfolk, Virginia Beach, Chesapeake ■ Portsmouth
■ National/Out of Market ■ Newport News
■ Other

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

A STRONG ECONOMIC ENGINE

EXPENDITURES & DIVERSITY SPENDING

- 183 Virginia-Based Vendors & Suppliers
- \$5.7M In Expenditures To Local Vendors & Suppliers To-Date Including:
 - \$391K In Expenditures to Women & Minority-Owned Businesses
 - \$1.8M 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

1,020 TEAM MEMBERS

- 31.5% Portsmouth Residents
- 52% Female
- 63.3% Minority
- In March, Over 70% of Team Members Received a Pay Increase
- Approximately \$3M Increase in Wages

190 LEADERSHIP TEAM MEMBERS

- 46.8% Female
- 49.4% Minority
- 25% of Leadership Team Promoted From Within
- 50% of Promotions to Female Team Members





A PROUD COMMUNITY PARTNER

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

A PROUD COMMUNITY PARTNER



\$715K Donated Through Corporate Giving

- **445 Volunteer Hours Served**
 - Wesley Community Service Center, Foodbank of Southeastern Virginia and the Eastern Shore, Elizabeth River Project
- **\$24K+ Raised Through Donation Drives**
 - Urban League of Hampton Roads, YWCA South Hampton Roads, Portsmouth AMVETS Post 14, EDMARC Hospice for Children
- **\$66K+ Given Through In-Kind Donations**
 - Food, clothing, furniture, equipment, meeting and event space, and more.





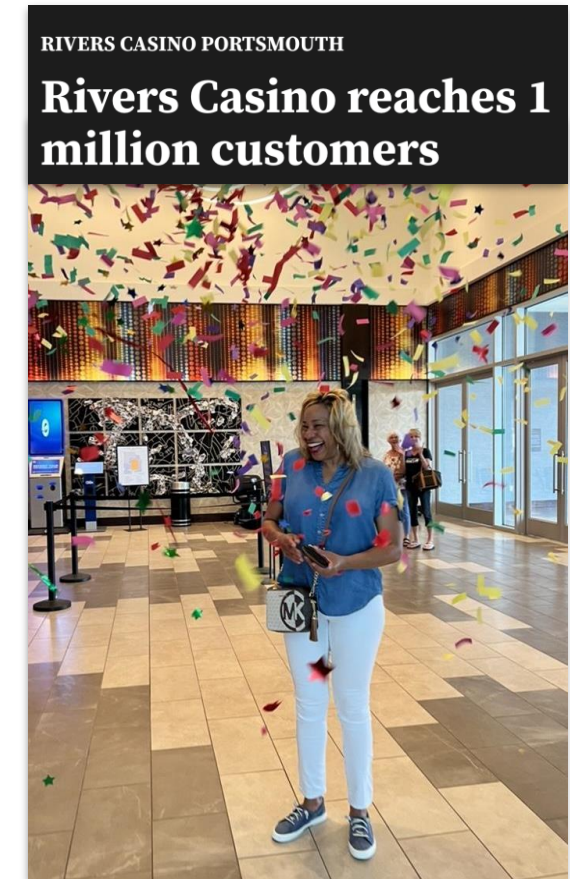
PORTSMOUTH IS WINNING

FEATURED NEWS

ONE MILLION GUESTS AND COUNTING...

- We welcomed our ONE MILLIONTH customer on June 30
- We surprised Terri Powell from Norfolk, VA, with \$1,000 Free Slot Play, dinner for four at our award-winning fine dining restaurant, Admiral's Steak & Seafood, and four tickets to Theresa Caputo LIVE "The Experience" in August!

Congratulations, Terri, and thank you to the 999,999 guests who have visited us this year!



WAVY NFK (NBC), June 2023



THANK YOU...

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



Caesars Virginia
Virginia Lottery Update
July 12, 2023

CAESARS ENTERTAINMENT CORPORATION

Danville Casino – Early Results

Operations Highlights

- Successful opening on **May 15th** (managing lines opening day, opening weekend, and Memorial Day weekend)
- **\$11.8M** in Net Gaming/AGR for the first 17 days of operation
- Adding to our gaming footprint based off initial demand
 - 740 Slot Machines – *adding 60 more*
 - 25 Table Games
 - 28 Electronic Tables Games – *adding 4 more*
 - 8 sports betting kiosks – *already added 4 more*
- Our temporary facility has seen **~200k** visitors since opening
 - Local businesses have shared anecdotally lift in their business volumes with customers sharing they came for the casino
 - Caesars is directly utilizing local hotels, restaurants, and is the presenting sponsor for the Danville Otterbots and Harvest Jubilee concert series (Nelly – 7/8, Jake Owen 7/21)



Danville Casino – Early Results



Hiring and Training Highlights

- Hired and trained our ~400 team members at opening for our temporary facility
 - Caesars Welcome to the Empire Orientation
 - Technical training for all departments
- As of the beginning of July:
 - 415 Team Members
 - 75% Virginia Residents
 - 50% Danville Residents
- Table Games Dealer Schools
 - Prior to opening we ran 3 different schools
 - Class length: 11-week, 6-week, and 4-week
 - Classes were 5 days a week, 4 hours a day, with 4 start time options
 - Continue to run Table Games Dealer Schools post-opening inside our Back of House
 - 2 classes a day, 5 days a week
 - Graduated 1 4-week course post-opening
 - Currently training a 6-week course
 - Craps class begins 8/1
- Averett University Hospitality & Tourism program
 - Partnership with Caesars \$504k investment
 - 2 courses launching in August (classroom & online)



Danville Casino – Community Efforts



Soft Opening giving

- Our May 9th Friends & Family and May 11th VIP customer events contributed **\$100k** each to two local non-profits
 - House of Hope – local homeless shelter for men, women, and families
 - Haven of the Dan River Region – raising awareness for domestic violence

New and continued philanthropic activities post-opening

- Confirmed and prospective Local Non-Profit Board appointments
 - Danville - Pittsylvania County Chamber of Commerce
 - United Way of Danville - Pittsylvania County
 - Danville Family YMCA
 - Danville Rotary Club
- NRT Charities
 - May – God's Storehouse
 - June – Danville Area Humane Society
 - July – Danville Church and Community Tutorial Program





VIRGINIA LOTTERY

Waiver Request

Robert Fontaine, Deputy General Counsel

07.12.2023

Waiver Request from Rivers Portsmouth Gaming, LLC

- 1) 11VAC5-90-30 allows the Board to authorize a request for a waiver of a regulation.
- 2) Rivers Portsmouth Gaming, LLC has asked the Board to permit a waiver of 11VAC5-90-110.U.2.a (4) and (5) (*player's phone number and active email address as a requirement to establish a player account*).
- 3) Rivers would comply with all other regulatory requirements for identifying the player.

Staff recommends that the Board:

- 1) Approve this waiver request; and**
- 2) Consistent with the Board's decision on April 26, 2023,**
recognize the previously-delegated authority of staff
to approve, when appropriate, a subsequent similar request
from another facility operator and
to report any such subsequent approval to the Board.