



GAMING COMPLIANCE

Gaming Update

May 1, 2024





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
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 Facilites Entertainment, LLC	December 19, 2022
Hillside (Virginia), LLC a/k/a Bet365	January 31, 2023
Betr VA, LLC	September 6, 2023
PlayLive Virginia, LLC a/k/a Superbook	October 13, 2023

Sports Book Operator Changes



- WSI US, LLC (Wynn) completed its closure in Virginia.
- Unibet Interactive officially closed its sportsbook in Virginia on April 11, 2024. Lottery is working with Unibet to ensure all remaining funds in players wallets are handled appropriately.
- VHL VA, LLC (a/k/a 888) informed the Lottery that it intends to close their sportsbook in June 2024. The Lottery is currently working with 888 on their closing plan.



Sports Betting Annual Application Period



- In accordance with the regulations, the annual application period for sports betting permits will be open from May 15, 2024 through May 31, 2024.
- We will be meeting with interested applicants from May 1, 2024 through May 14, 2024 to determine qualifiers for licensure. Notification of these meetings has been posted on the Lottery website.
- Up to three permits may be awarded.

Sports Betting Renewals

First Six-Month Period in CY 2024

- Eight Permit Holders have been renewed:

Permit Holder	Renewed As of:	Renewal Period
Betfair Interactive (FanDuel) in conjunction with the Commanders	January 21, 2024	January 21, 2024 through January 20, 2027
Crown Virginia Gaming, LLC (DraftKings)	January 25, 2024	January 25, 2024 through January 24, 2027
BetMGM, LLC	January 25, 2024	January 25, 2024 through January 24, 2027
Rivers Portsmouth Gaming, LLC	January 27, 2024	January 27, 2024 through January 26, 2027
Caesars Virginia, LLC	January 28, 2024	January 28, 2024 through January 27, 2027
Bally's Interactive, LLC	March 15, 2024	March 15, 2024 through March 14, 2027
Penn Sports Interactive, LLC	March 16, 2024	March 16, 2024 through March 15, 2027
Betr VA, LLC	March 16, 2024	March 16, 2024 through March 15, 2027

Sports Betting Renewals

First Four-Month Period in CY 2024

Eight Suppliers have been renewed:

Supplier	Renewed As of:	Renewal Period
IGT	January 21, 2024	January 21, 2024 through January 20, 2027
GeoComply	January 21, 2024	January 21, 2024 through January 20, 2027
Sports Information Services, Ltd	January 27, 2024	January 27, 2024 through January 26, 2027
RSI, VA LLC	January 26, 2024	January 26, 2024 through January 25, 2027
American Wagering	January 28, 2024	January 28, 2024 through January 27, 2027
Neogames Solutions	January 28, 2024	January 28, 2024 through January 27, 2027
NYX Digital Gaming (USA), LLC	March 5, 2024	March 5, 2024 through March 4, 2027
White Hat Gaming	May 13, 2024	May 12, 2027 through May 12, 2027

Remaining Permit Holder and Supplier Renewals –CY 2024



Permits:

- Colonial Downs Group, LLC – Expires November 21, 2024
- Digital Gaming Corporation – Expires November 21, 2024

Suppliers:

- SB Tech Malta Limited – Expires August 19, 2024
- LNW Gaming, Inc – Expires November 18, 2024
- PointsBet Virginia, LLC – Expires November 21, 2024



Sports Betting Vendor Renewals – CY 2024

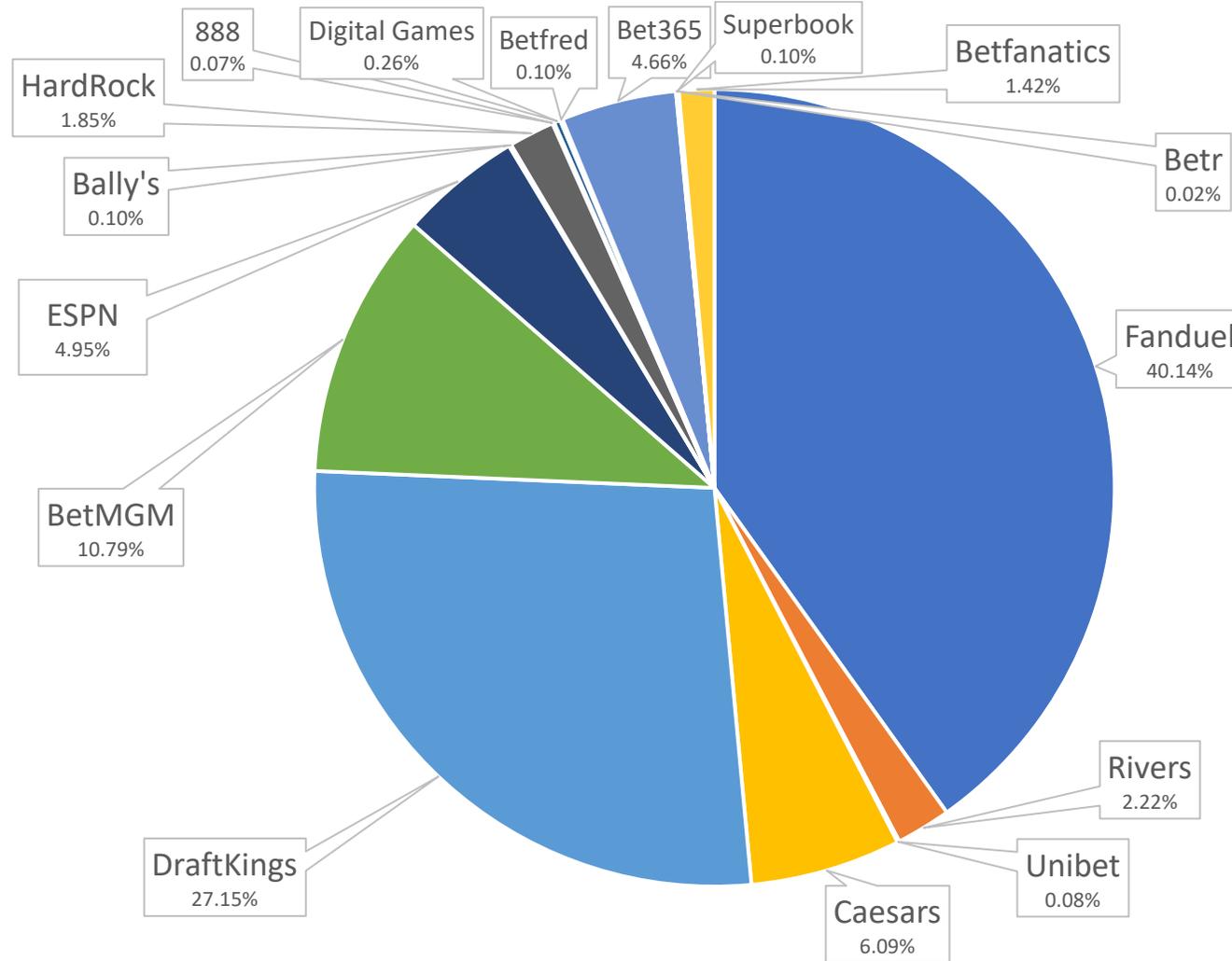


Vendor renewals:

- To date, 74 Vendors have renewed.
- 29 additional vendors due to renew prior to the end of the calendar year.
- 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

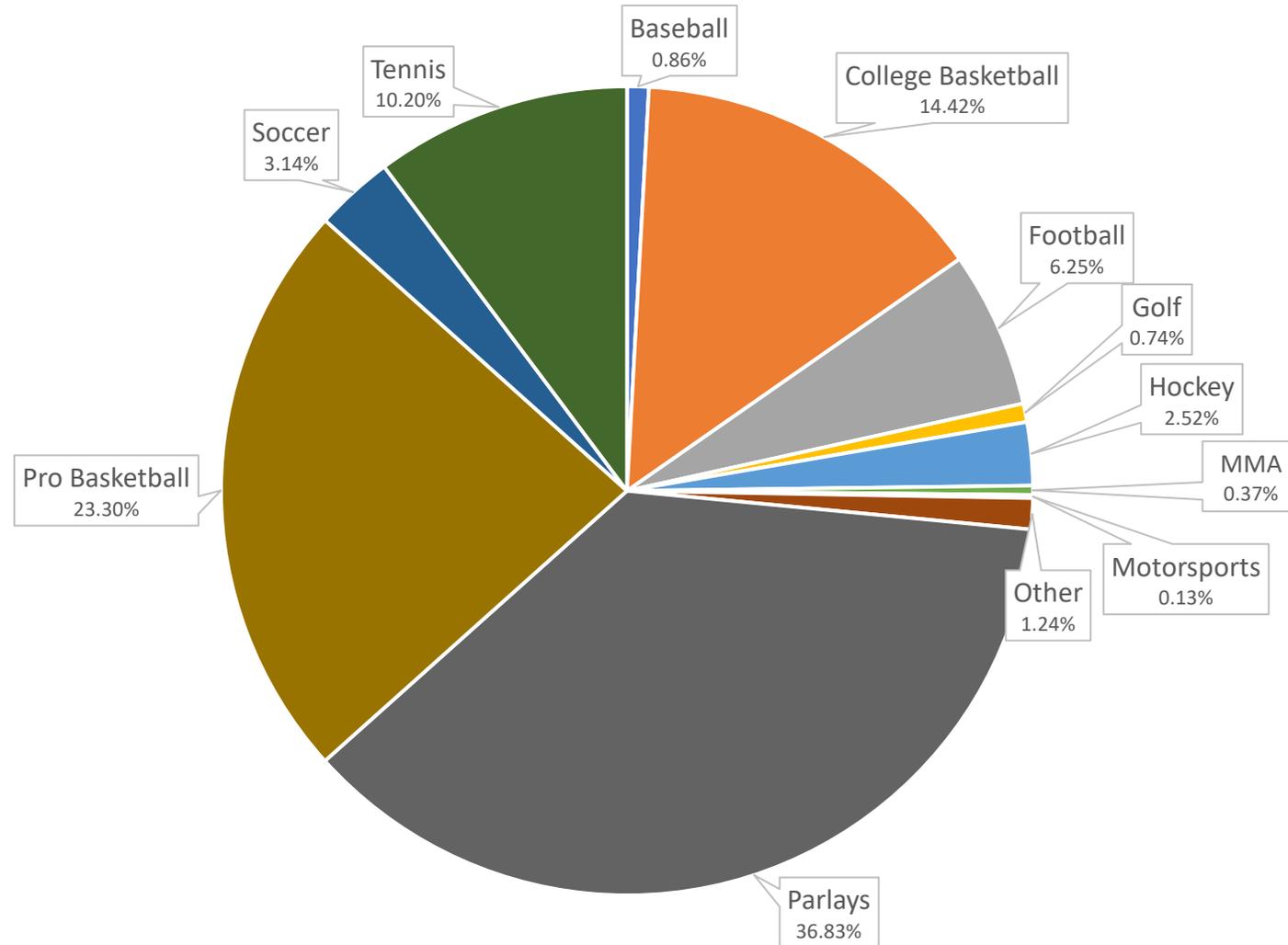
January 2024 to March 2024



VIRGINIA LOTTERY

Total Wagers by Sport

January 2024 to March 2024



VIRGINIA LOTTERY



GAMING COMPLIANCE

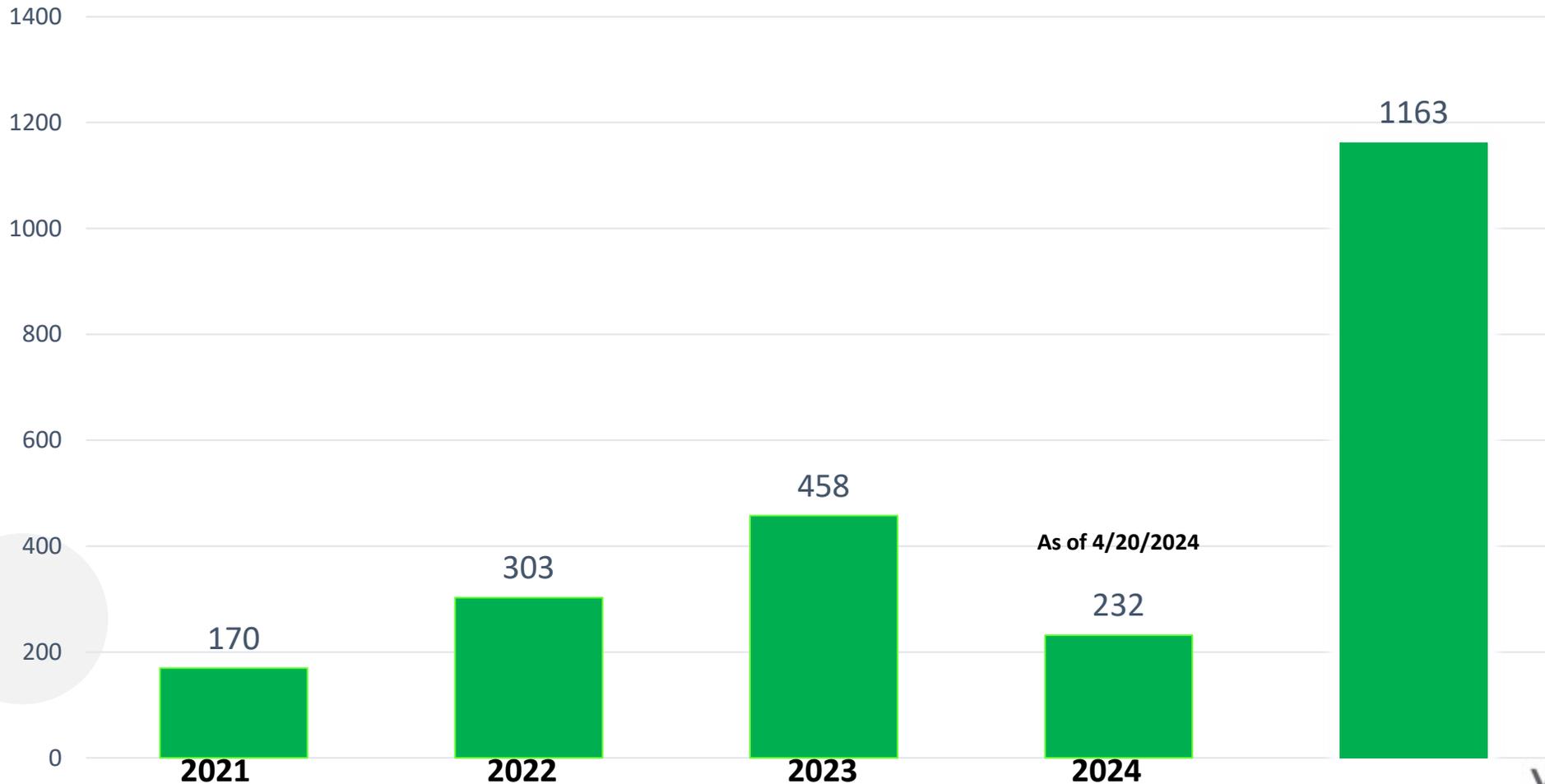
Voluntary Exclusion Program Update



Voluntary Exclusion Program

Program Enrollment – 1,163 *(Active & Inactive)*

• ** as of April 20, 2024*



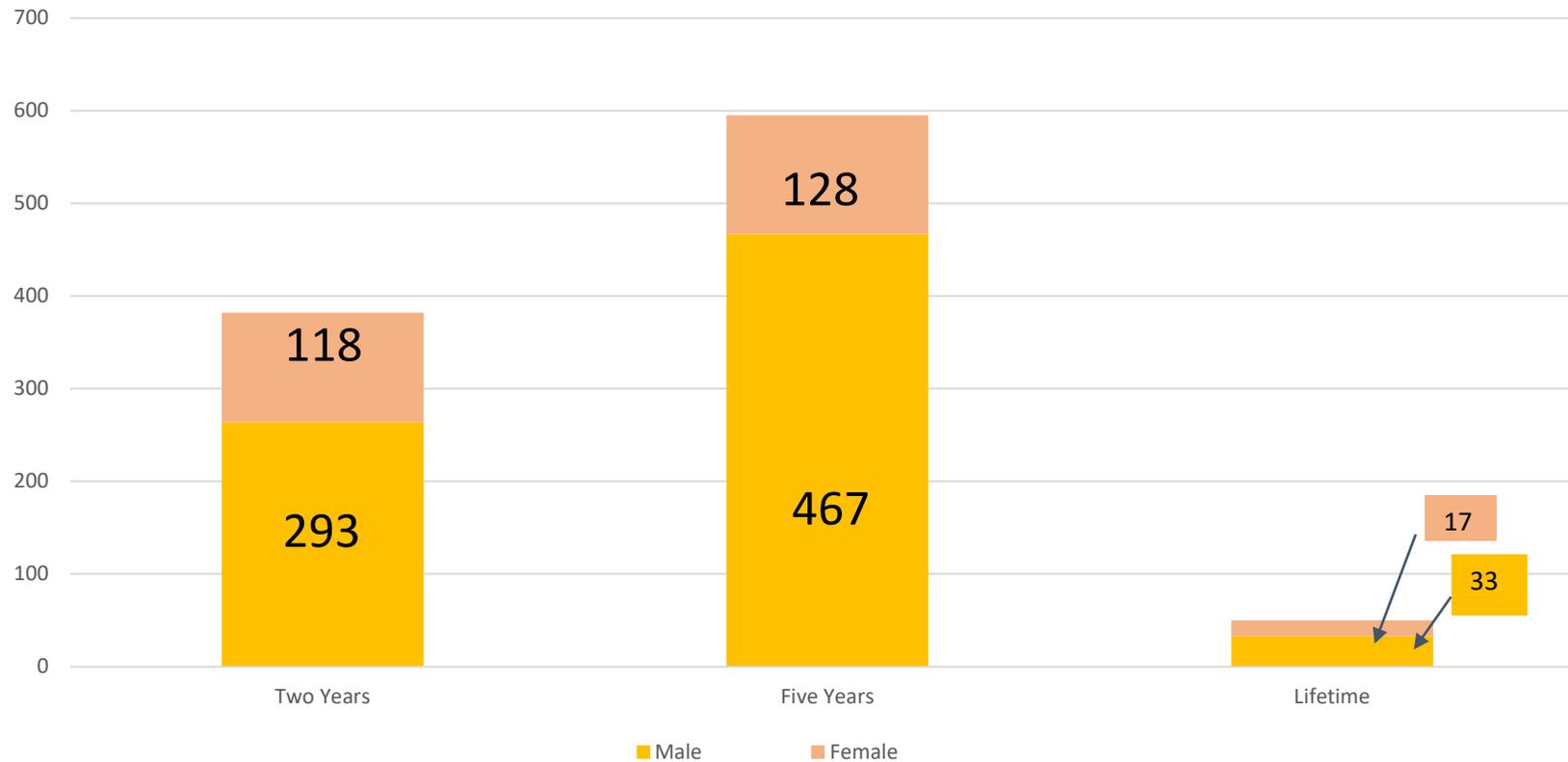
VIRGINIA LOTTERY

Voluntary Exclusion Program

Exclusion Period Breakdown by Gender (as of April 20, 2024)

Total Active = 1,056

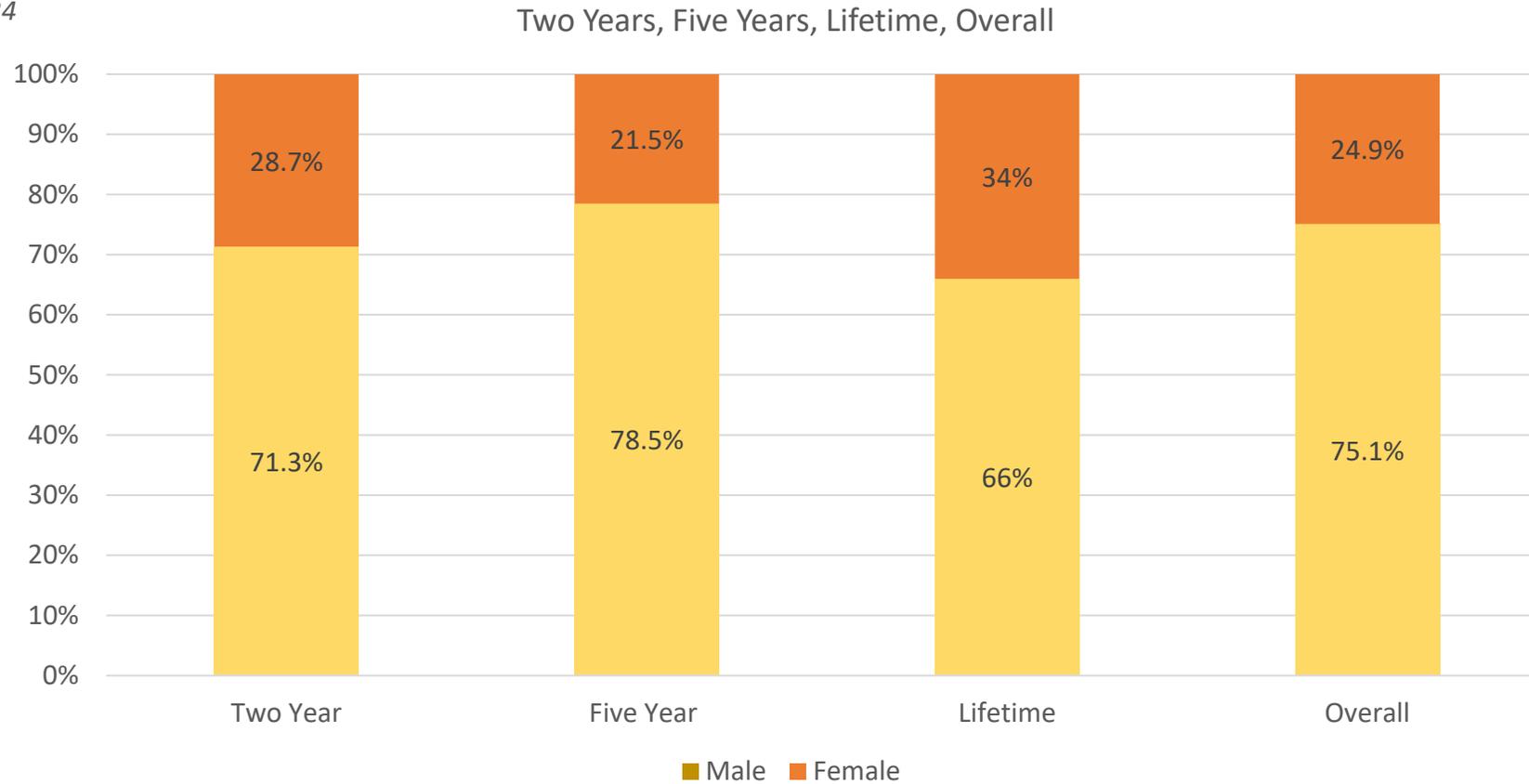
Two, Five Years, and Lifetime



Voluntary Exclusion Program

Exclusion Period Percentage Breakdown by Gender Total Active =1056

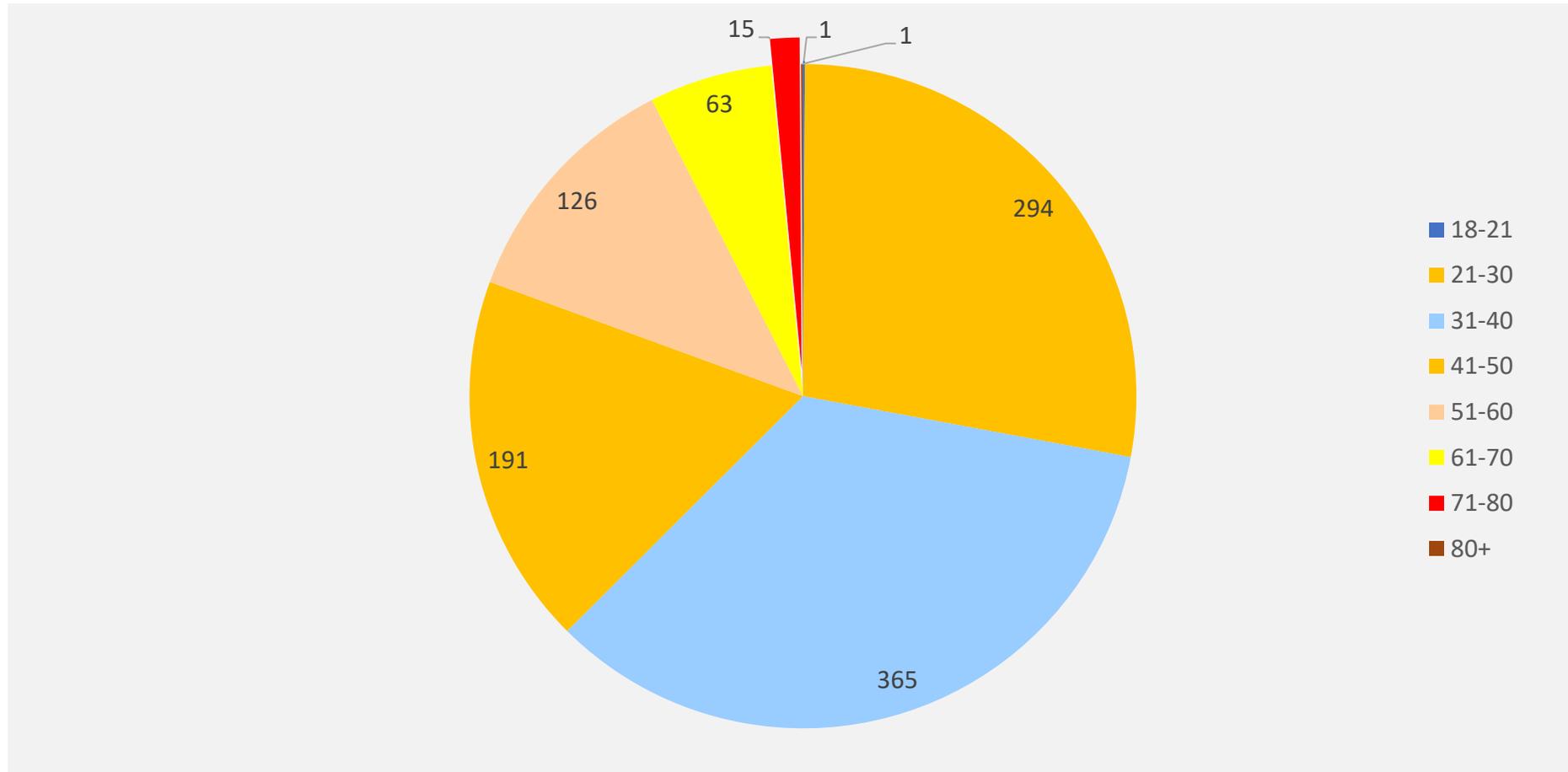
As of April 20, 2024



Voluntary Exclusion Enrollees By Age

Data as of April 20,2024

Total Active =1056

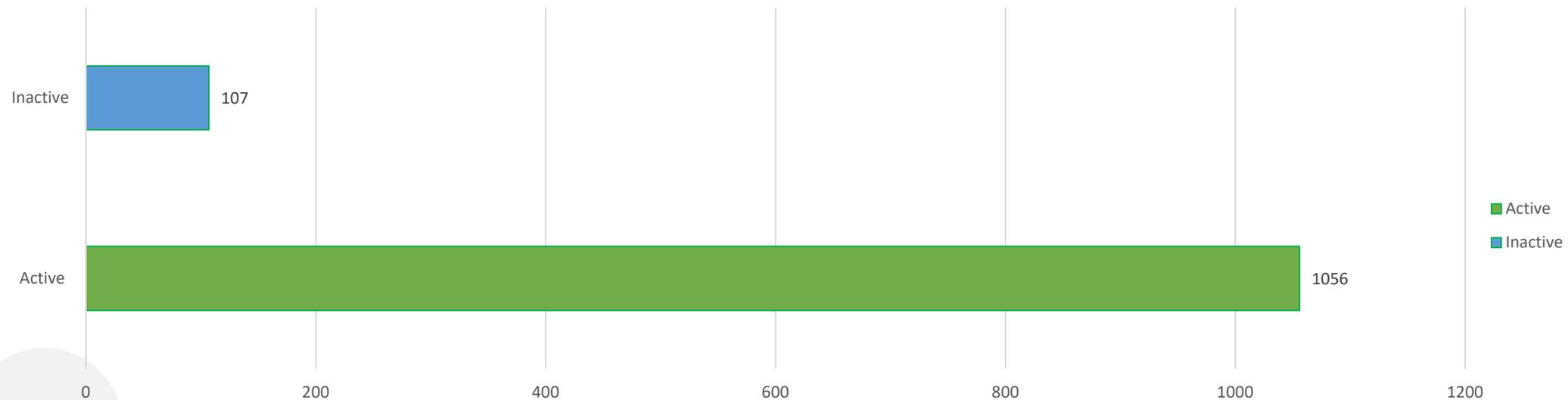


Voluntary Exclusion Program

Active and Inactive Exclusions



• *As of April 20, 2024*





GAMING COMPLIANCE

Casino Update



Service Permits Issued as of April 22, 2024

Service Permits

Type	# Approved as of April 22, 2024	Increase since January 2024	% Increase since January 2024
Gaming and Non-Gaming	6,662	1,194	22%
Vendors	645	86	15%



Supplier Permits Issued as of April 22, 2024

Supplier Permits

Type	# Approved as of April 22, 2024	Increase since January 2024	% Increase since January 2024
Key Manager	113	7	6.6%
Manufacturer	21	1	5%



The number of manufacturers in the gaming industry is limited; therefore, this number will not change dramatically



Hard Rock Casino Bristol

Within the last quarter, approved the receipt of 115 new slot machines and approved 8 change requests which involved a total of 140 games.

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

Approved the temporary storage area for the new slot machines.



Rivers Casino Portsmouth

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

During the last quarter, approved the receipt of 7 new games and approved 11 change requests involving 140 total games.



Caesars Danville

During the last quarter, approved 10 change requests involving 241 slots machines and 8 table game progressive controllers.

Continuing to monitor construction progress in anticipation of the permanent opening.





VA Lottery May 1, 2024



By the Numbers

- Jackpots paid in 2024
✓ **\$31,661,105**
- Jackpots paid since opening of the property in July 2022
✓ **\$203,936,110**
- Gaming Taxes paid in 2024
✓ **\$7,505,078**
- Gaming Taxes Paid since Opening of property in July 2022
✓ **\$50,141,627**
- Charitable Contributions made in 2024
✓ **\$109,414**
✓ **387 hours of volunteer work/community event participation**
- Charitable Contributions made since opening of the property in 2022
✓ **\$802,031**
✓ **1,702 hours of volunteer work/community event participation**



Team Member Engagement

Culture Club Activities

- Ronald McDonald House Shamrock Shuffle 3/16
- Run for Your Buns 5k for Colon Cancer Awareness 4/19
- **Earth Day 2024 – Save the Planet**
 - Team t-shirt sale proceeds to Boone Lake Association
 - Boone Lake Clean-up 4/20
 - Creeper Trail Bike Ride 4/22
- **Book Drive:** Nearly 850 books collected for the Bristol TN City Schools' Book Bus Program
- Internal **Networking Event & Community Networking Event** for Expansion Careers



Team Member Engagement

- International Women's Day with Hard Rock Rosie selfie contest
- Inaugural Seminole Hard Rock Women in Leadership Mentorship Program Commences



Team Member Engagement



Kim Hughes,
Slot Rep



Alex Barrera,
Security Shift
Manager

ROCKERS & PRODUCERS OF THE MONTH Q1

ROCKERS:

-  *Judy Craig*
TABLE GAMES JANUARY
-  *Kimberly Hughes*
SLOT OPERATIONS FEBRUARY
-  *Mike Vance*
EVS MARCH

PRODUCERS:

-  *Tyler Nazario*
CASH OPERATIONS JANUARY
-  *Alex Barrera*
SECURITY FEBRUARY
-  *Brandy Dochery*
PLAYER DEVELOPMENT MARCH

Hard Rock HOTELS & CASINO
BRISTOL

All monthly winners receive a framed certificate and are invited to our Quarterly Rocker and Producer luncheon.

CONGRATULATIONS!



 *Sarah Addison*
Food & Beverage



 *Daneil Robb*
Slot Operations

Community Engagement

- Tito Box Donations: \$7,668.85 to **Big Brothers & Big Sisters** of East TN
- TDR Donations \$8,519 to: **Branch House**
- TDR Donations \$8,519 to: **Abuse Alternatives**
- Sponsored 1st Annual **Problem Gambling Prevention** conference in SW VA with Paul Pellizzari, Hard Rock VP of Global Social Responsibility, Keynote Speaker sharing the great tools Players Edge provides our guests and team members.
- **Career Fairs:** Career Quest at ETSU, Speedway, and Sullivan East H.S.



Hard Rock DE&I



STRATEGY:

Deepen relationships with potential sourcing partners in the state of Virginia, with a focus on populations and communities that may enhance our organizational diversity and ensure opportunities for all. Secondary focus includes neighboring states with the same initiative.

OUTCOMES:

DE&I focused efforts on colleges and universities within 1-7 hours of Bristol, VA property and explore partnership opportunities with a focus on talent sourcing. Connections were initiated with 14 colleges and universities in VA, and with 15 colleges and universities in TN and NC.

Handshake Career Posting Platform

- Online recruiting platform in higher education.
- Hard Rock uses Handshake for all schools to which we have access.

In-Person Engagement

- In-person engagement is a critical for intentional and authentic relationship building with students.
- Engagement includes information sessions, brand awareness sessions, coffee chats, panels, and/or career fairs.
- Virtual engagement may also be considered.

Internships, Part Time Careers, Realistic Job Previews, and Property Tours

- Students new to hospitality may prefer to learn about opportunities in the industry through internship programs, part-time flexible careers, and rotational opportunities.
- Temporary housing options and support with living expenses may be deciding factors.

Hard Rock DE&I



Virginia & Neighboring Colleges and Universities with New Relationships

- Attending Career Fairs and Class Previews
- Ads in Alumni Newsletters
- Promoting Vocational Careers and Hospitality



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 Marketplace

State of the Art Entertainment Venue

Hard Rock Live Venue with 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

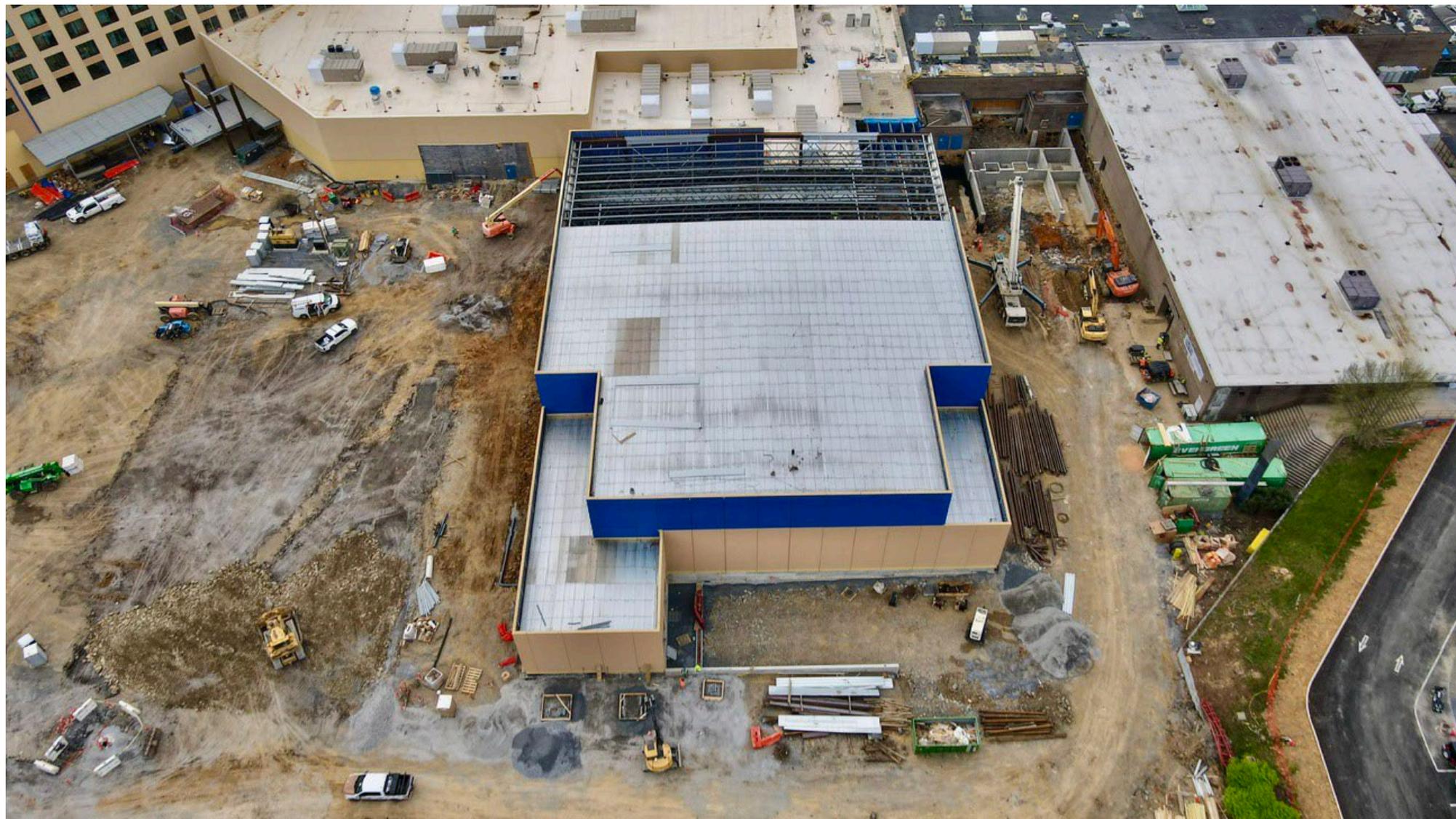
Construction



Construction



Construction



Construction





Q1 UPDATE

May 2024

ONE YEAR ANNIVERSARY

A FIRST ON VICTORY

Rivers Casino Portsmouth marked its first year on Victory Boulevard as Virginia's first permanent casino with a historic Time Capsule Ceremony.

- The celebration on Jan. 20, 2024 featured remarks and time capsule presentations from Roy Corby, general manager of Rivers Casino Portsmouth; Tim Drehkoff, chief executive officer of Rivers Casino Portsmouth and Rush Street Gaming; Senator L. Louise Lucas, President Pro Tempore, Senate of Virginia; Speaker Don Scott Jr., Virginia House of Delegates; Shannon Glover, Mayor of Portsmouth; Dr. Marcia Conston, President of Tidewater Community College (TCC); and Melissa Ramsey, director of community relations, Rivers Casino Portsmouth.



"Virginia boasts a rich history of pioneering achievements, and Rivers Casino Portsmouth is proud to join such a prestigious roster as the first-ever permanent casino in Virginia." – **Roy Corby, general manager, Rivers Casino Portsmouth.**

SHARK TANK CASTING CALL BRINGS IN GUESTS FROM ALL OVER THE U.S.



ANOTHER FIRST FOR VIRGINIA!

On Friday, April 12, 2024 Rivers Casino Portsmouth hosted Virginia's first-ever Shark Tank Casting Call.

- Over 600 guests were in attendance for the Shark Tank Casting Call, with hopefuls arriving as early as 4 a.m.
- Nearly 300 entrepreneurs and business owners pitched their products, brands and ideas for a chance to be cast on the 16th Season of Shark Tank.





A STRONG ECONOMIC ENGINE

A STRONG ECONOMIC ENGINE

JAN. 23, 2023 - MARCH 31, 2024

- \$329M Gaming Revenue Produced
- \$11.2M Food & Beverage Revenue
- \$627.8K Entertainment Admissions Revenue
- \$61.6M State Taxes Generated
- \$20.2M Local Taxes Generated
- \$2.9M Real Estate Taxes Generated
- \$1.6M Personal Property Taxes Generated
- \$57K Admissions Taxes Generated
- \$451K Building Permit Cost
- \$38K Business License Cost

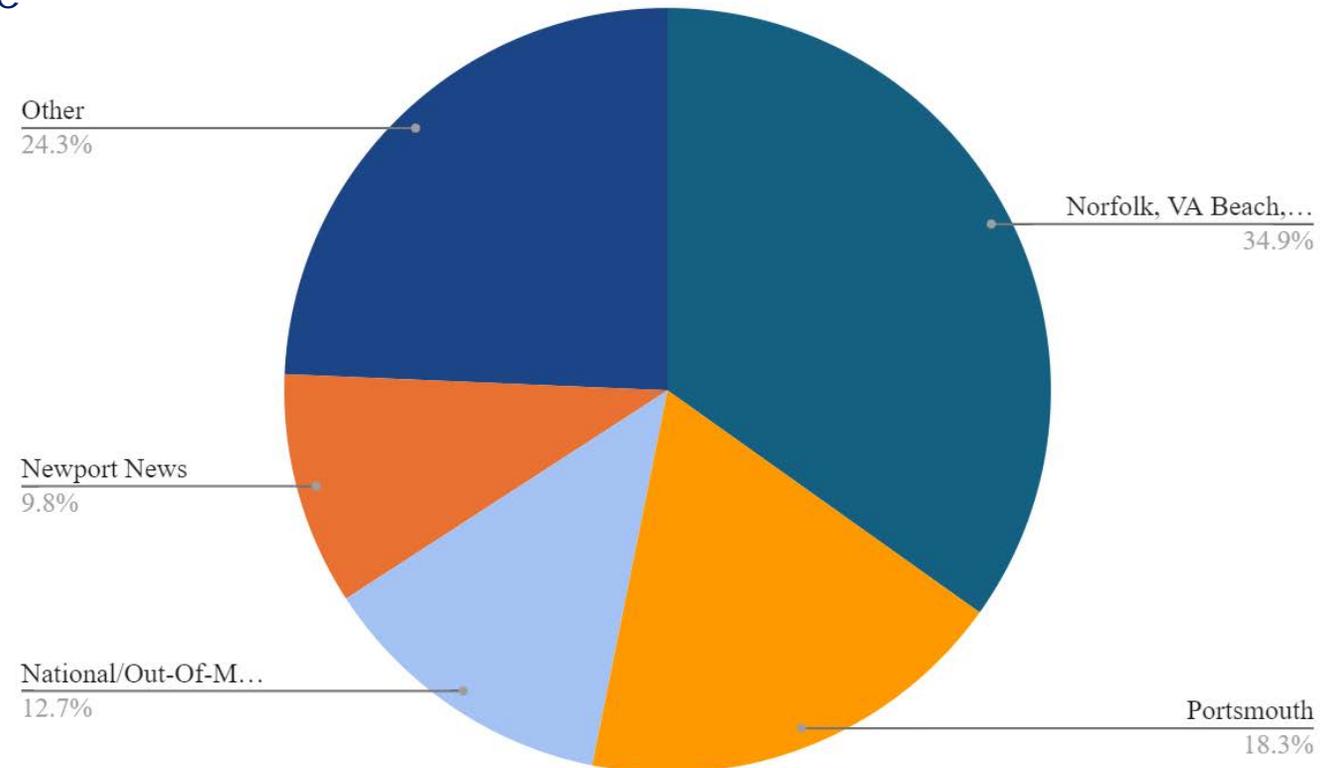


“Rivers Casino has provided the City of Portsmouth with a much-needed economic boost. Its future as a vehicle to further stimulate economic growth seems bright. Hopes are high for a city and region betting on its success.” – **Brian Donahue, City of Portsmouth Economic Development Director, Interview with CoVa Biz**

A STRONG ECONOMIC ENGINE

GUEST ORIGINATION

- 34.86% Norfolk, VA Beach, Chesapeake
- 18.29% Portsmouth
- 12.68% National/Out-Of-Market
- 9.84% Newport News
- 24.32% Other



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

A STRONG ECONOMIC ENGINE

EXPENDITURES & DIVERSITY SPENDING

- **183 Virginia-Based Vendors & Suppliers**
- **\$16M In Expenditures** To Local Vendors & Suppliers To-Date Including:
 - **\$23.2M** In Expenditures to **Women & Minority-Owned** Businesses*
 - **\$5.9M** In Expenditures To **Portsmouth-Based** Businesses



“As a dedicated member of the Portsmouth and Hampton Roads community, we strongly believe in the power of local collaboration, and prioritize partnerships with local businesses, vendors, and suppliers to help nurture our local economy.” - **Roy Corby, General Manager, Rivers Casino Portsmouth**



A GREAT PLACE TO WORK

A GREAT PLACE TO WORK

VOTED 2024 BEST PLACE TO WORK

- As part of the week-long First Anniversary Celebration, Rivers Casino Portsmouth recognized its Team Members, and celebrated its recent recognition as a 2024 Best Places to Work by CoVa BIZ.
- The editor of Coastal Virginia Magazine joined in the festivities along with Tameika Moore, Director of Human Resources, Rivers Casino Portsmouth, and Roy Corby, General Manager, Rivers Casino Portsmouth.

“All Rush Street Gaming casinos have been voted a “Best Place to Work” or “Top Workplace” by their Team Members, we are so proud to have Portsmouth join those ranks in our first year of operation.” - Roy Corby, General Manager, Rivers Casino Portsmouth



A GREAT PLACE TO WORK

RIVERS CASINO PORTSMOUTH CREATED 1300 JOBS

1134 Team Members

- 34.57% Portsmouth Residents
- 54.23% Female
- 66.42% Minority

226 Leadership Team Members

- 52.21% Female
- 54.8% Minority
- 38.94% Promotions
- 52.27% Promotions to Female Team Members
- 54.87% Promotions to Minority Team Members



A GREAT PLACE TO WORK

CELEBRATING RIVERS FINEST

The quarterly Rivers Finest events and Annual Rivers Finest of the Year celebration honors Team Members who are recognized by their supervisors and peers for going above and beyond their day-to-day responsibilities, and celebrates their hard work and commitment to the company.

- Rivers Finest Nominees, Finalists, and Winners are the personification of our core values: Respect, Integrity, Empowerment, Inclusivity, and Innovation. Their unwavering commitment to excellence is the driving force behind our continued success!





A PROUD COMMUNITY PARTNER

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

A PROUD COMMUNITY PARTNER



OVER \$1 MILLION DONATED THROUGH CORPORATE GIVING

- **1,280+ VOLUNTEER HOURS SERVED**
 - Portsmouth Safety Town, Portsmouth Police Athletic League, Hoffler Creek Wildlife Reserve, The Boys & Girls Club, Portsmouth Volunteers for the Homeless, and more.
- **\$119K+ RAISED THROUGH DONATION DRIVES**
 - ROC Solid Foundation, Portsmouth Chapter of the NSU Alumni Association, Portsmouth Chapter of the NAACP, and more.
- **\$110K GIVEN THROUGH IN-KIND DONATIONS**
 - Food, School supplies, clothing, hygiene items, equipment, meeting and event space, and more.



A PROUD COMMUNITY PARTNER



RIVERS GIVES SUPPORT SAFETY TOWN & PORTSMOUTH POLICE

- Rivers Casino Portsmouth Team Members participated in a service day to support the Portsmouth Police Athletic League (PAL) and Portsmouth's Safety Town, in collaboration with the City of Portsmouth Police Department.





PORTSMOUTH IS WINNING

PORTSMOUTH IS WINNING

“Rivers Casino Portsmouth has been a great asset to the local community, and we deeply value their ongoing partnership. The opening of the casino contributed to a drop in crime for the areas surrounding the property, thanks to the strong presence of security and surveillance inherent in casino operations, as well as the police substation located right on property.”

Portsmouth Police Department Chief Stephen Jenkins



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.



RIVERS CASINO PORTSMOUTH

Rivers Casino kicks off the new year with impressive entertainment lineup



Jan. 3, 2024

1 95.7 R&B - EVENTS

March Jazz Nights at Rivers Casino Portsmouth

Get the party going with Jazz Night at Admiral's Steak and Seafood at Rivers Casino every Thursday in February from 5:30PM to 8:30PM



Every Thursday
5:30 to 8:30 PM

Comedian and actress Anjelah Johnson-Reyes coming to Rivers Casino Portsmouth

The MADtv alum is bringing her stand-up act to the casino's Event Center on Saturday, November 9, at 8 p.m.



Feb. 19, 2024



THANK YOU...

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



CAESARS

VIRGINIA



Virginia Lottery Update – May 1, 2024



Operations Updates

- Good momentum for the business as the first quarter of 2024 generated more AGR than the last quarter of 2023
- **\$57M** in AGR from January 1st through March 31st
- March finished as our 2nd highest AGR month after July '23
- Increase in customer promotions and partnerships in Danville
 - Hosted our Beat The Boss Drawings during March Madness
 - VIP paint and sip event for Valentine's Day at Main St. Art Collective
 - Growth each month in use of local hotel partners (584 room nights for casino guests alone booked YTD – with March as our highest usage month to date)
 - Presenting Sponsor for the Danville Otterbots and Danville Dairy Daddies 2024 seasons



Community Impact – Danville Life Saving Crew



- Donated nearly 500K to the Danville Life Saving Crew
- Proceeds used to purchase new transport vehicle to help with better serving the local community



Community Impact – Team Member Engagement



Sponsor at the Southern Virginia Regional Procurement Fair



Bridge To Bridge 5K



Danville Historical Society NRT Donation



United Way of Danville Pittsylvania County NRT Donation



God's Storehouse Volunteer Opportunity



God's Storehouse Volunteer Opportunity

Community Impact – Team Member Engagement



Sponsor at the Alpha Phi Alpha Fraternity Scholarship Gala



Red Day to support Cardiovascular Disease



Sponsor at the Omega Psi Phi Fraternity Scholarship Gala MLK Breakfast



Blue Day to support Human Trafficking



Sponsor at the My Brother's Keeper Scholarship Gala

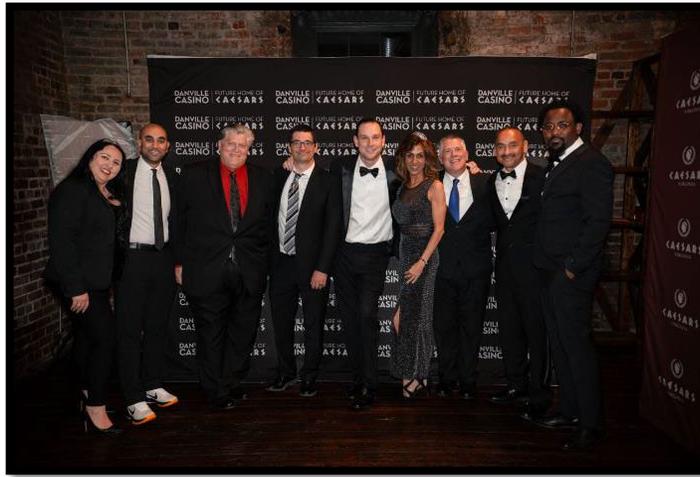
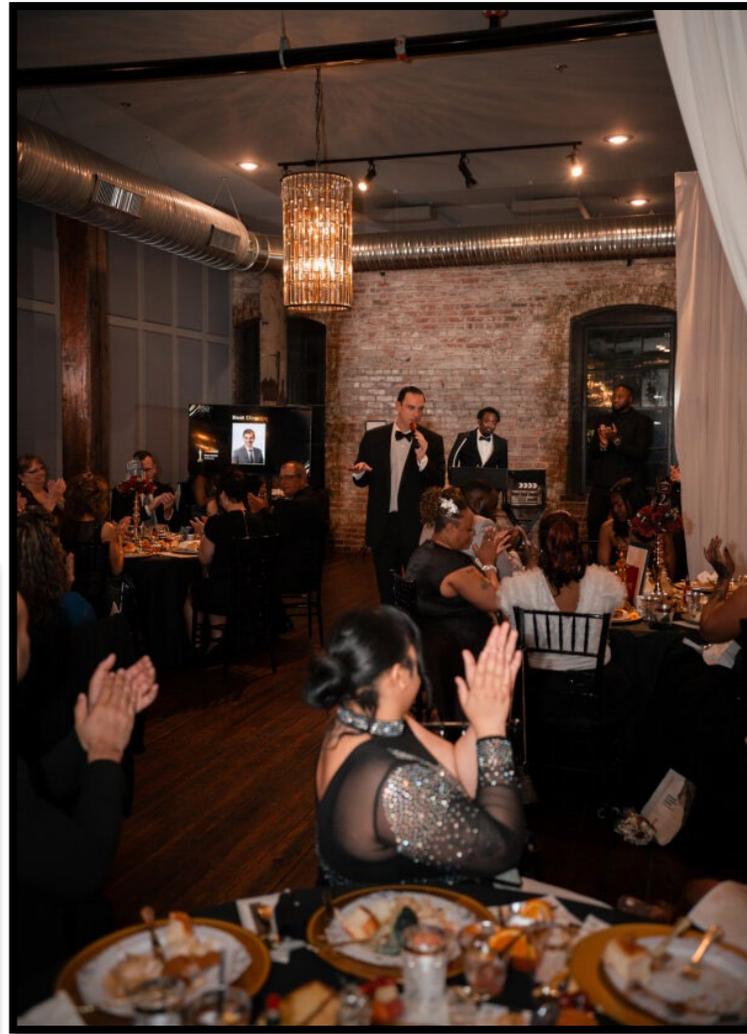


CTE Career EXPO 2024

Team Member Engagement

FOUNDERS AWARDS 2024

A Night At The Oscars



Staffing Update



Tonecia Kirby
Director of Hotel Operations

Team Members:
457

Day 1
Team Members
231

Team Members
From Virginia
78%

Women Team
Members
44%

Minorities Team
Members
45%

Promotions
80

Team Members
From Danville
51%

Women in
Leadership
36%

Minorities in
Leadership
30%

Upcoming Events & Updates:

- Dealer School Hiring Event: June 27, 2024
- Casino Marketing Manager – Open Position
- Property Executive Chef – Open Position

Team Member Education

ALL-IN ON EDUCATION

WE'RE DOUBLING DOWN ON EDUCATION BENEFITS

- Low to No-Cost Education for College Degrees
- Low-Cost Certificate Programs
- Tuition Assistance or Student Loan Debt Assistance up to \$5,250 Annually
- 529 College Savings Plan
- The Don Carano Legacy Scholarship

The graphic features a dark red background with a yellow banner. On the right side, there is a photograph of a person in a graduation cap and gown, seen from the back.

Through our **ALL-IN ON EDUCATION** program, we were able to establish a Memorandum of Understanding (MOU) with **Averett University** which allows our team members to complete their studies without any out-of-pocket cost.

Team Member Enrollment
13

Bachelors Program
8

Masters Program
5

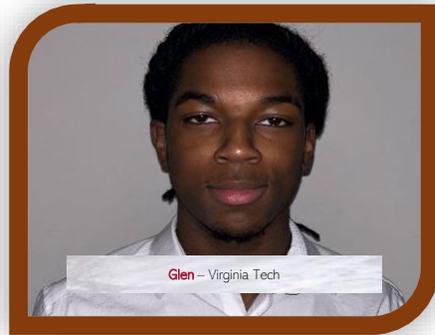
College and University Road Trip



Upcoming College Visits: Piedmont Community College - April 24th – Yanceyville, April 25th – Roxboro

Summer Internship Program

We have chosen 10 interns to participate in our first-ever summer internship program. Interns will participate in a comprehensive nine-week curriculum focused on many disciplines, including as Human Resources, Finance, Slots, Hospitality, and Marketing.



LONGWOOD
UNIVERSITY

