



GAMING COMPLIANCE

Gaming Update

October 26, 2022





GAMING COMPLIANCE

Sports Betting Update



Approved Operators

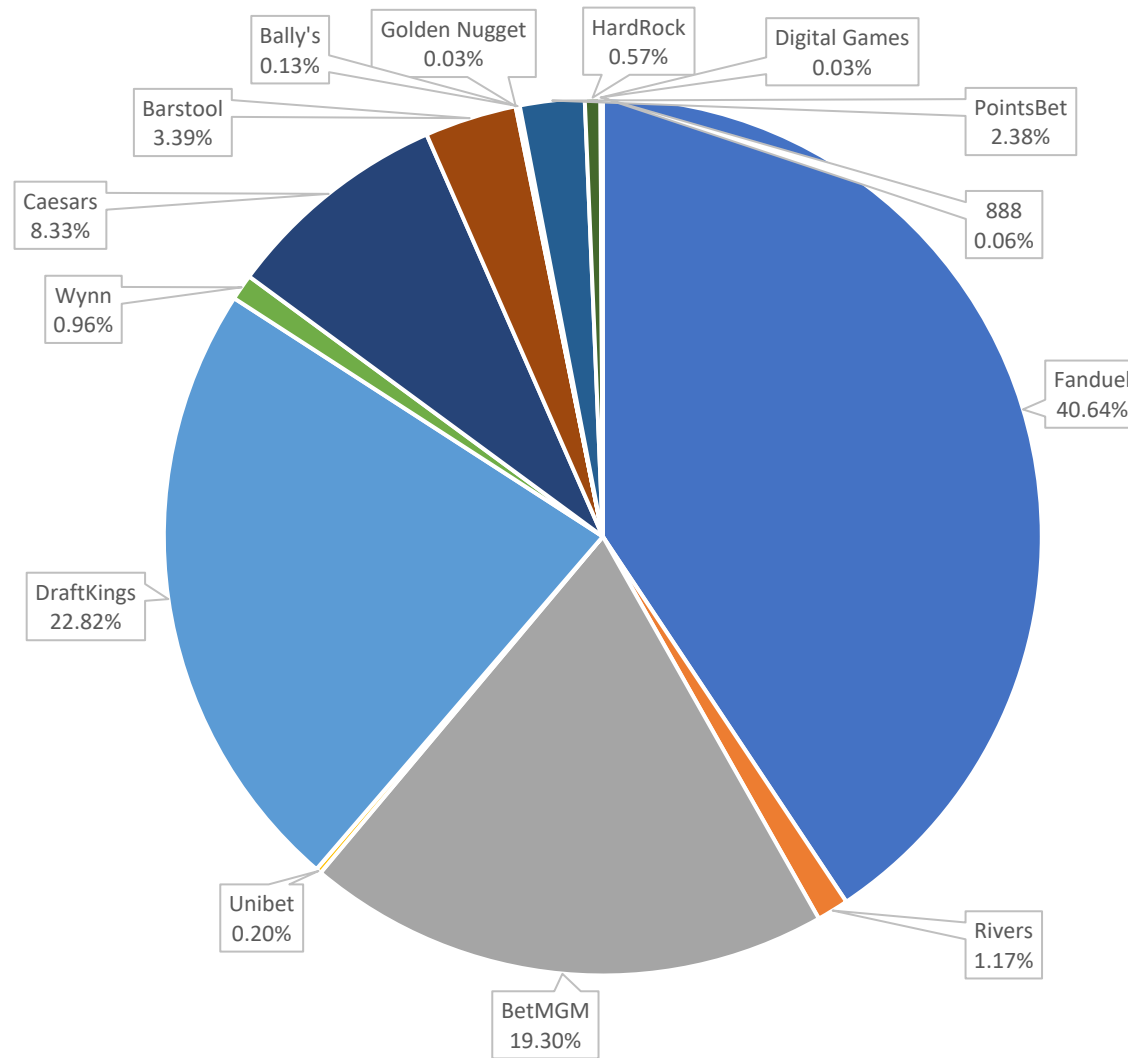
Sports Betting Operator	Date of First Wager
Betfair Interactive US, LLC (d/b/a FanDuel)	January 20, 2021
Crown Virginia Gaming, LLC (Draft Kings)	January 24, 2021
BetMGM, LLC	January 27, 2021
Portsmouth Gaming Holdings, LLC d/b/a Rivers Casino Portsmouth	January 27, 2021
Caesars Virginia, LLC	February 3, 2021
WSI, US LLC	March 9, 2021
Unibet Interactive, Inc.	April 28, 2021
Penn Sports Interactive, LLC	August 10, 2021
Golden Nugget Online VA, LLC	September 29, 2021
Twin River Management a/k/a Bally's Corporation	November 24, 2021
Colonial Downs Group, LLC	December 12, 2021
HR Bristol, LLC	March 31, 2022
VHL, VA LLC	May 9, 2022
Digital Gaming Corporation VA, LLC	May 17, 2022
Hillside (Virginia), LLC	Temporary Permit



VIRGINIA LOTTERY

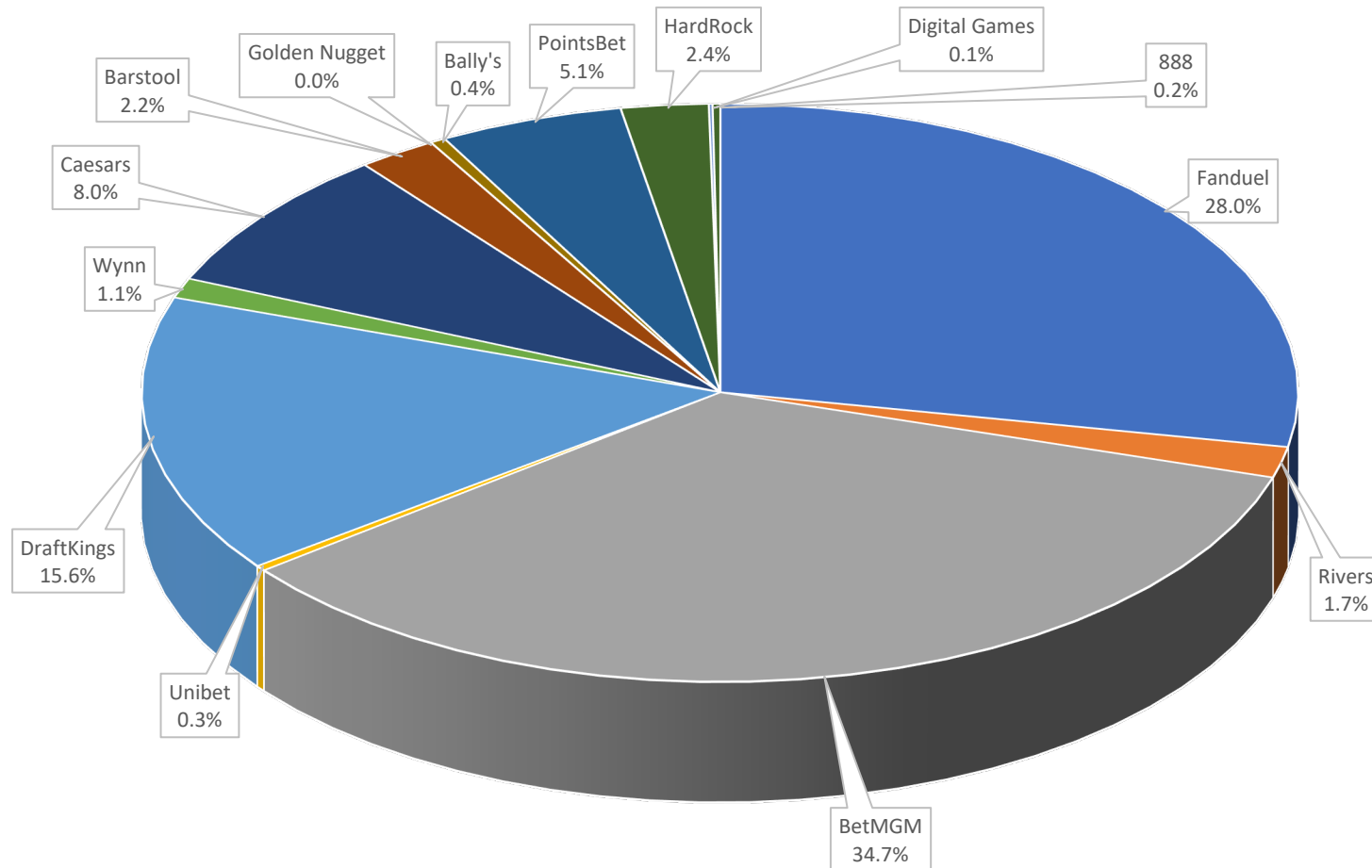
Market Share by Operator

January 2022 to September 2022



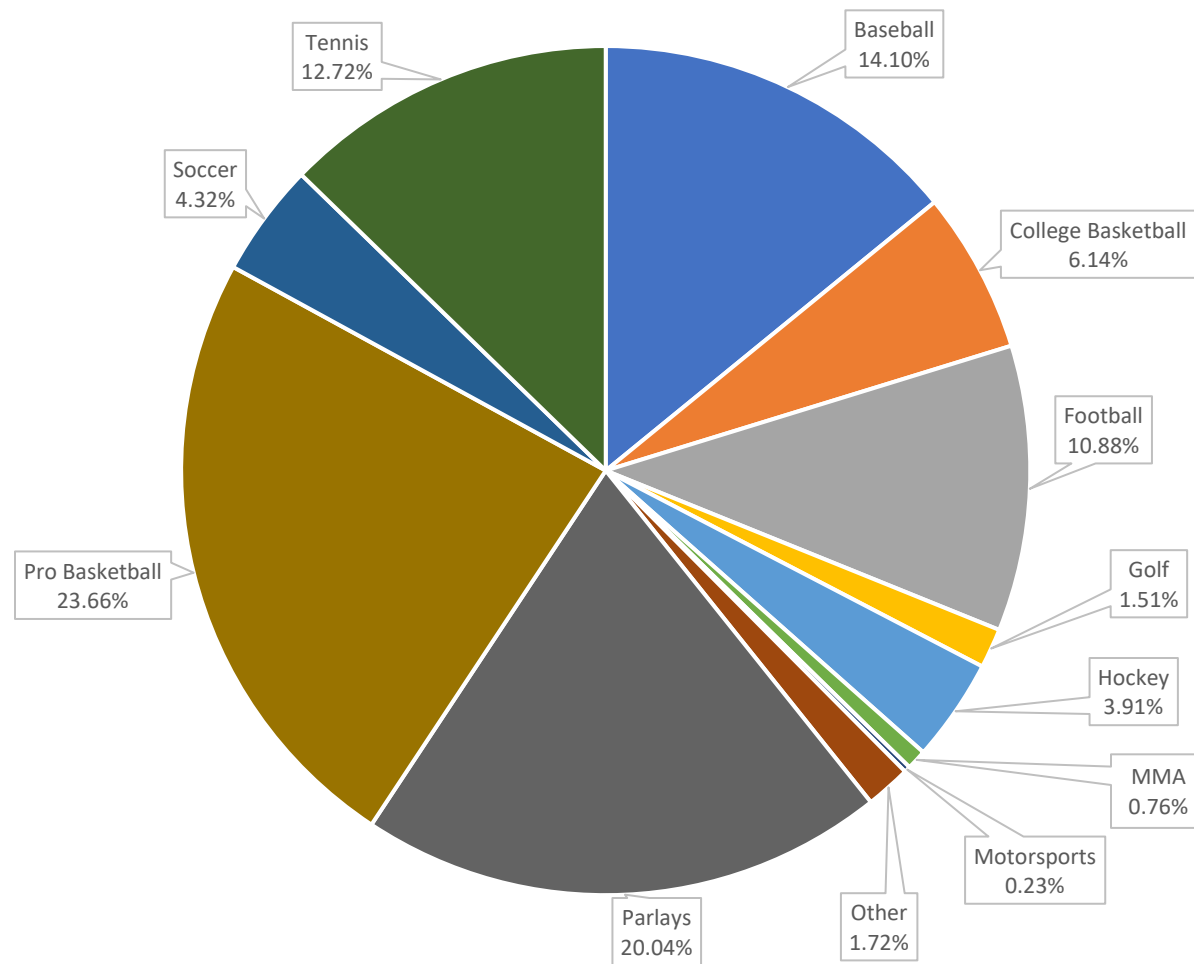
Promotions by Operator

January 2022 to September 2022



Total Wagers by Sport

January 2022 to September 2022



VIRGINIA LOTTERY



GAMING COMPLIANCE

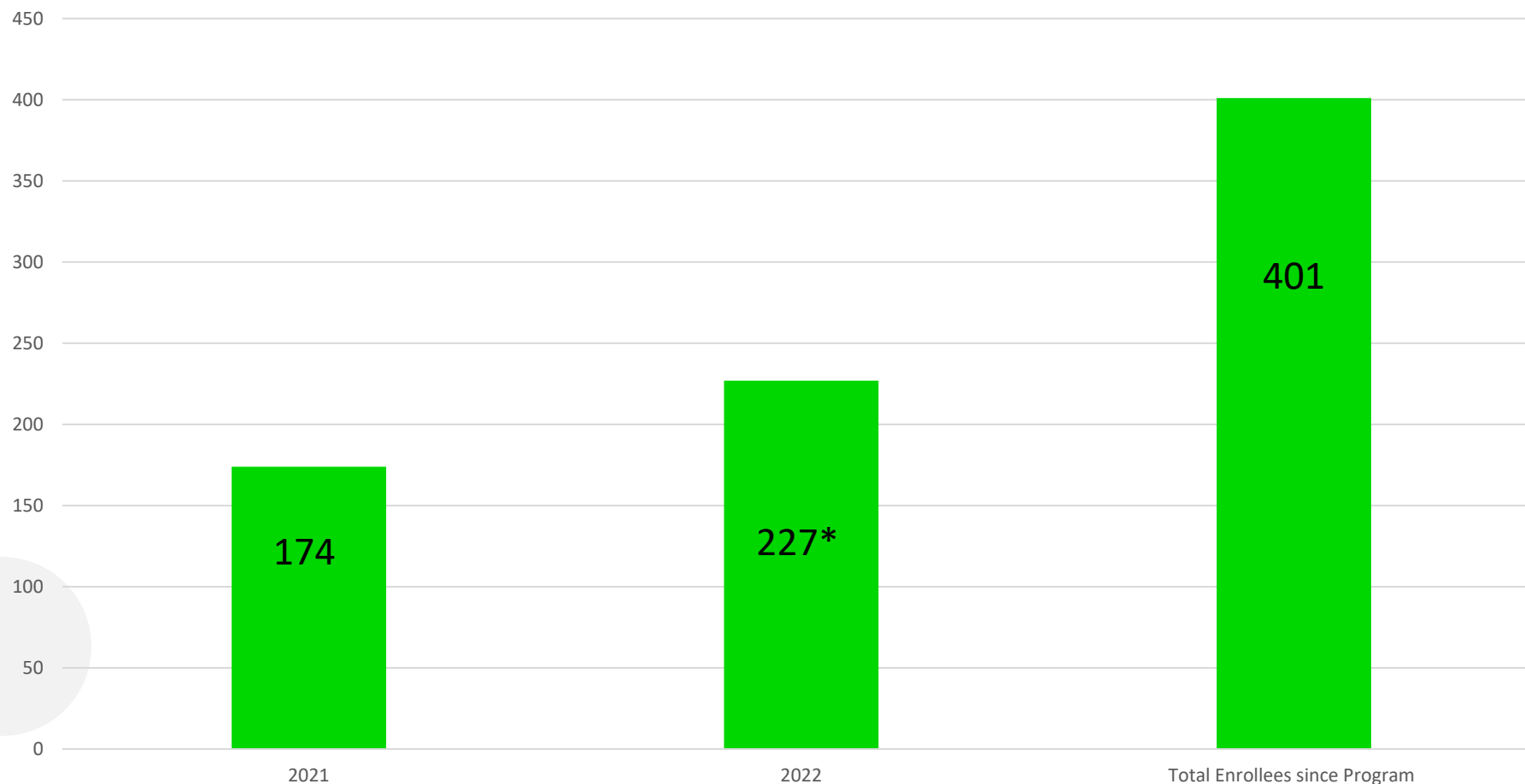
Voluntary Exclusion Program Update



Voluntary Exclusion Program Update

Total Program Enrollment is 400+

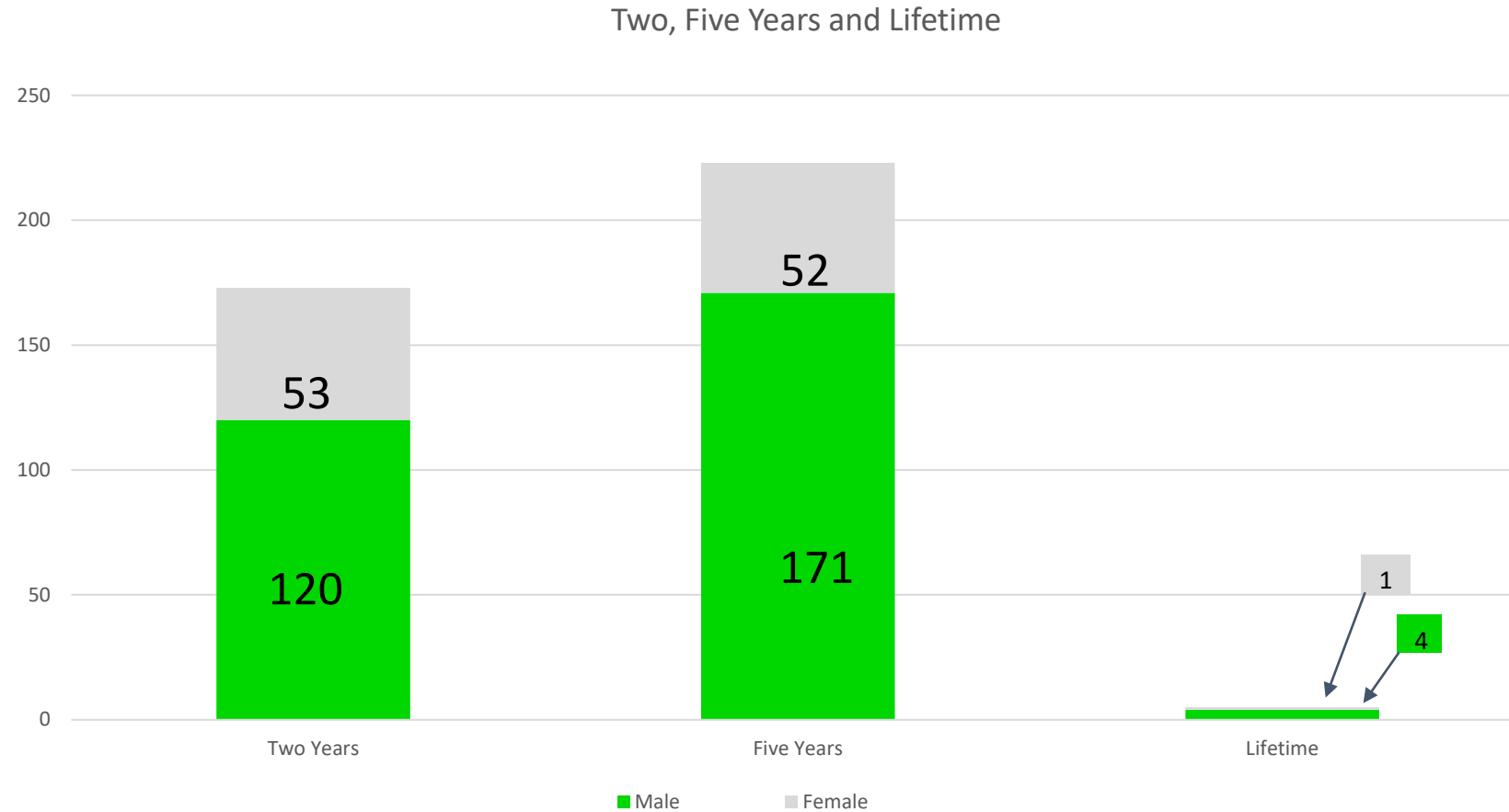
• * as of 10/19/2022



VIRGINIA LOTTERY

Voluntary Exclusion Program

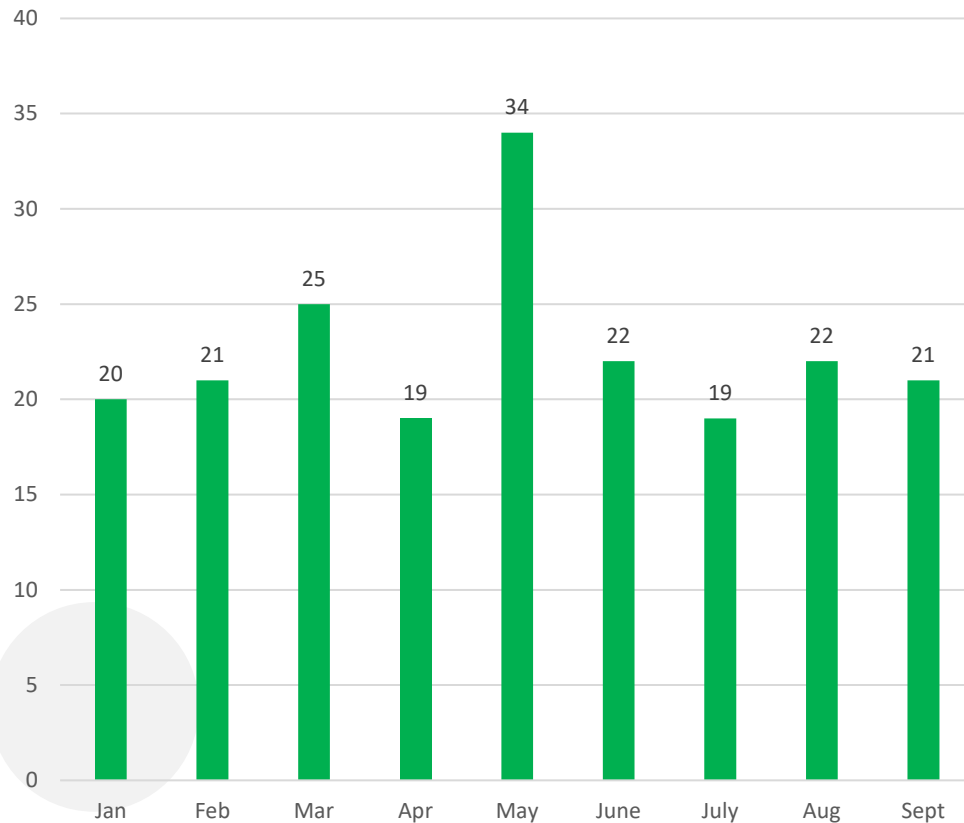
Exclusion Period Breakdown (*as of October 19th*)



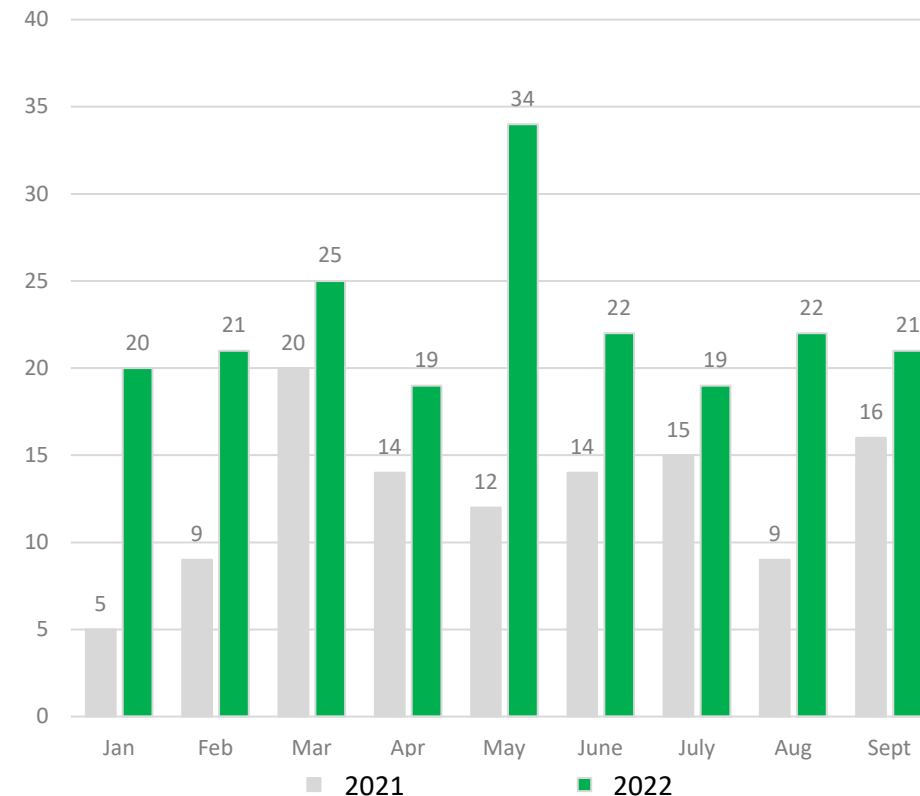
Monthly Breakdown

Enrollments by month

January through September 2022



Month by Month Comparison 2021-2022





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Casino Update



Permits Issued as of 10/20/2022

Service Permits

- Gaming & Non-Gaming 1,233
- Vendors 244

Supplier Permits

- Key Manager (Principal) 33
- Manufacturers: 19



Rivers Casino Portsmouth

- Temporary Lottery space available the first week in November . The Lottery will begin working out of Portsmouth until opening.
- First dealer school completed with 147 graduates.



Rivers Casino Portsmouth

Community Involvement has already begun as the team at Rivers recently supported the Wesley Community Center, one of the oldest nonprofits in the City of Portsmouth, by sorting children's books, and packing food and clothing.



Pamunkey Casino

- Monthly meetings are held to discuss overall progress.
- Anticipates opening a temporary casino.



Caesars Danville

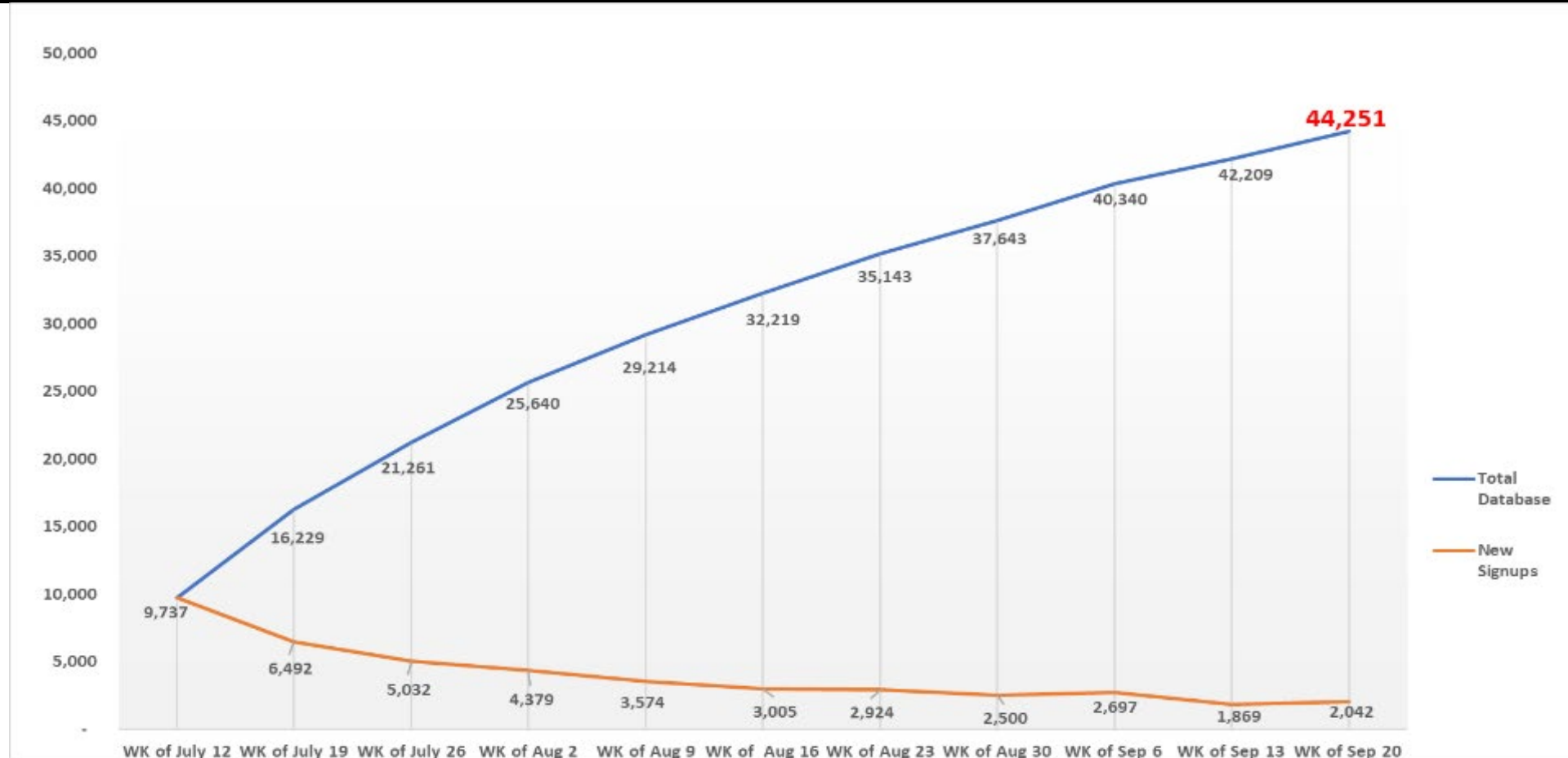
- Monthly meetings are held to discuss overall progress and plans.





2022 Q3 Overview VA Lottery

New Member Acquisition



- Database population up to 44,251 Unity members; 20,019 active in August
- Guests from 50 states; 2,456 Icon, 4,764 Legend, 26 X card members

County	State	Players	Visits
Total		39,883	108,772
SULLIVAN	TN	7,548	30,282
WASHINGTON	TN	3,945	12,253
WASHINGTON	VA	2,184	8,673
KNOX	TN	1,992	3,624
GREENE	TN	1,181	2,925
CARTER	TN	1,141	3,347
HAWKINS	TN	1,125	3,154
BRISTOL CITY	VA	1,100	4,456
HAMBLEN	TN	689	1,646
SEVIER	TN	677	1,133

- Sullivan County TN is home to 19% of guests and 21% of revenue

Recruiting & Retention



- Celebrated 23 TMs that moved into new positions

- TMs hired by July 31st are eligible to win a 2022 Toyota Camry – Drawing to be held in December



- Onboarded 73 new Bristol Band Members
- 25 Dealer School Graduates
- Met with 3 local colleges to discuss their Hospitality programs and potential Internship programs
 - Emory & Henry College
 - UVA Wise
 - ETSU
- Contacted 3 Virginia colleges regarding our DE&I program in an effort to drive Diversity in Bristol
 - Internship Programs
 - Hospitality Programs



Wage Adjustment Announcements

- 220 Hourly TMs – Impact to business \$1,140,637
- 42 Salary TMs – Impact to business \$204,654
- **Total Impact to business - \$1,345,291**



Charitable and Community Involvement



VFW

- \$2,703.30 raised from TITO Donation Boxes



911 Stair Climb Memorial

- Sponsorship - \$5,000
- Bristol Team raised \$1,402.70



Buddy Walk – Down Syndrome Society

- \$1,000 Sponsorship



Habitat for Humanity

- Team Members donated \$12,809.50

Upcoming Events:

- American Cancer Society
- Feeding Southwest VA
- Suicide Prevention Awareness