

**Permanent Joint Committee on  
State Lottery Meeting  
Monday, November 18, 2024  
4:00 PM**

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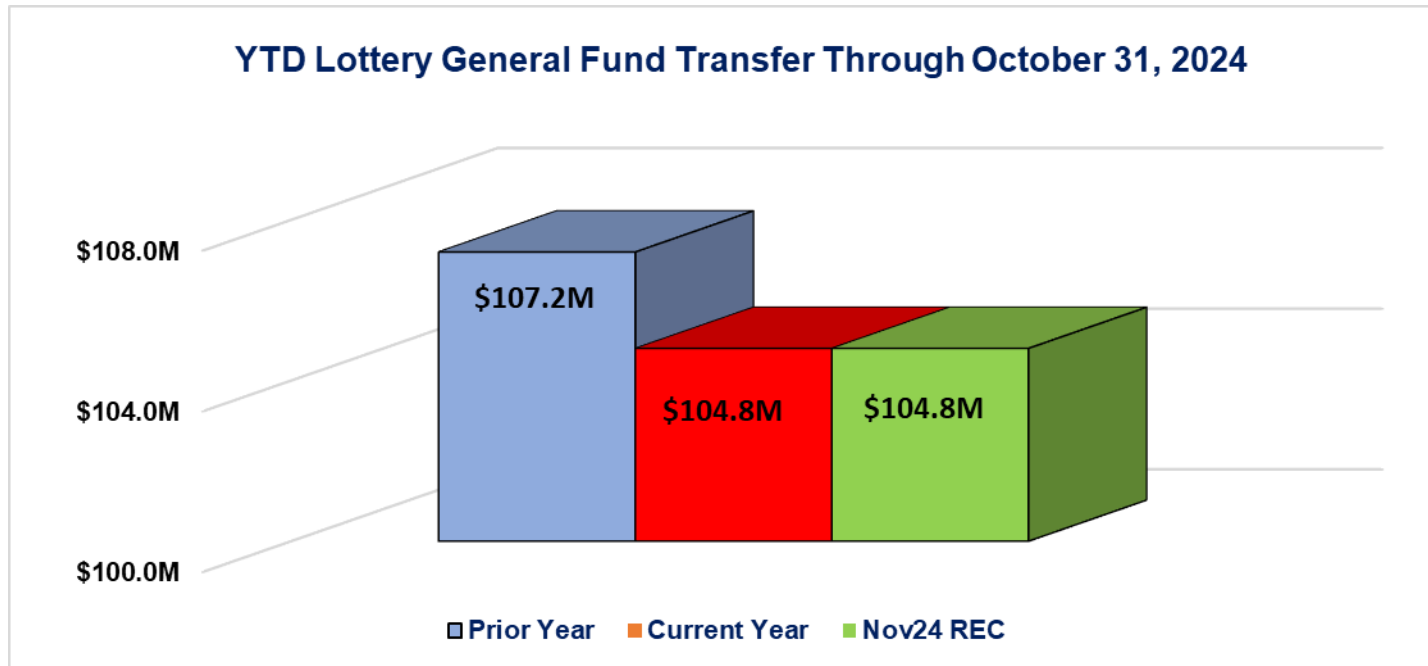
# Agenda



- 1. Financial Update YTD FY '25**
- 2. Facilities Update**
  - **Bally's Tiverton Casino & Hotel Update**
  - **Bally's Twin River Lincoln Casino & Resort Update**
- 3. Marketing/Promotions**
- 4. Other Updates**
- 5. Adjournment**

# Financial Update

## LOTTERY GENERAL FUND TRANSFER



**GENERAL FUND TRANSFER** – As of October 31, 2024, the Lottery’s General Fund Transfer was \$104.8M, which was equivalent to the November 2024 Revenue Estimating Conference budgeted figure, and was \$2.4M (2.3%) less than prior year.

*Note: Monthly revenue transfers are estimated by the Office of Revenue Analysis based on the Revenue Estimating Conference consensus forecast.*

### Lottery Sales by Product

- **Traditional Lottery** - Total sales were **\$100.2M** through October, which was a **decrease of 9.1%** year-over-year.
- **Instants** – Instant and eInstant ticket sales through October were **\$44.5M**, which was an **increase of 7.2%** compared to the prior year.
- **Keno** – Through October, Keno sales for both retail and online were **\$30.5M**, which was an **increase of .6%** compared to the prior year.
- **Daily Numbers** – The Numbers Game sales through October were **\$7.1M**, which reflects a **decrease of 7.0%** compared to the prior year.

## Financial Update - continued



- **Powerball**<sup>®</sup> – Powerball<sup>®</sup> sales were **\$6.3M**, which was a **decrease of 61.9%** compared to the prior year. Powerball<sup>®</sup> had jackpots in excess of \$1 billion in July and October 2023.
- **MEGA MILLIONS**<sup>®</sup> – Mega Million<sup>®</sup> sales through October were **\$5.1M**, which was a **decrease of 42.8%** compared to the prior year. This game also had a jackpot in excess of \$1 billion in October 2023.
- **LUCKY FOR LIFE**<sup>®</sup> – Lucky for Life<sup>®</sup> sales through October were **\$2.8M**, which reflects an **increase of 6.4%** compared to the prior year.
- **Wild Money** – Wild Money sales totaled **\$2.9M**, which reflects an **increase of 35.9%** compared to the prior year. Already this fiscal year we have had three jackpots in excess of \$310,000.
- **Bingo** – Bingo sales through October totaled **\$1.1M**, which reflects an **increase of 42.8%** compared to the prior year.

## Financial Update - continued



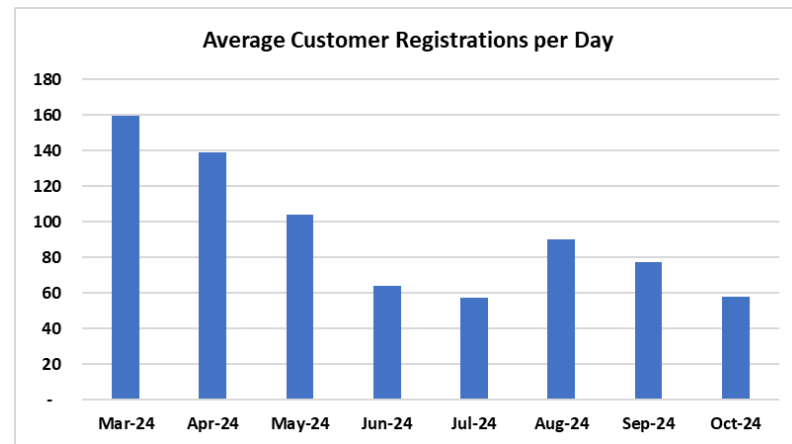
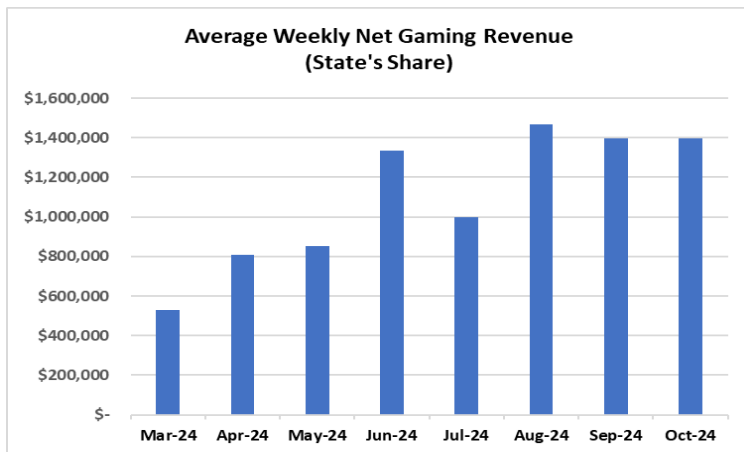
- **Video Lottery** – Net Terminal Income (NTI) through October at Bally’s Twin River Lincoln was **5.8% lower** than the prior year; and NTI at Bally’s Tiverton was **.8% lower** the prior year, **for a combined decrease of 4.6%**.
- **Table Games** – Net Table Game Revenue (NTGR) through October at Bally’s Twin River Lincoln was **.7% less** than prior year; and at Bally’s Tiverton it was **6.1% less** than the prior year, **for a combined decrease of 1.8%**.

# Financial Update - continued



**iGaming** – iGaming commenced operations on March 1, 2024.

- iGaming Net Gaming Revenue (NGR = Wagers less Prizes) for FY25 through October, totaled **\$11.9M**:
  - **\$8.8M** from iSlots
  - **\$3.1M** from iTables.
- There were 23,620 registered customers at the end of October.
- We averaged 94 new customers/day since launch and 58 new customers per day in October.





- **Sportsbook Rhode Island** – Through October 31, 2024:
  - The accrual write (handle) was **15.9% higher** than the accrual write for the prior year (**\$146.2M in FY25** compared to **\$126.2M in FY24**).
  - Through October, 81.4% of the amount wagered is originating from on-line accounts, versus 77.8% the prior year.
  - Book Revenue (hold) YTD was **\$12.0M**, which represents a **6.2% increase** when compared to prior year's book revenue of **\$11.3M**.
  - The hold percentage YTD FY25 was **8.2%**, compared to **8.9%** for the prior year.

# Facilities Update

# Facilities Update – Video NTI



## BALLY'S TIVERTON CASINO & HOTEL NTI WEEK ENDING 11/16/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
11/10/24	\$ 3,069,663.98	\$ 2,738,153.48	\$ 331,510.50
11/11/24	\$ 2,645,870.58	\$ 2,277,822.31	\$ 368,048.27
11/12/24	\$ 1,688,957.77	\$ 1,470,024.93	\$ 218,932.84
11/13/24	\$ 1,897,662.01	\$ 1,645,497.55	\$ 252,164.46
11/14/24	\$ 1,945,717.91	\$ 1,674,448.77	\$ 271,269.14
11/15/24	\$ 2,822,439.84	\$ 2,469,723.04	\$ 352,716.80
11/16/24	\$ 3,205,014.06	\$ 2,748,168.97	\$ 456,845.09
Totals	\$ 17,275,326.15	\$ 15,023,839.05	\$ 2,251,487.10
Total NTI Week Ending 11/16/24			<b>\$ 2,251,487.10</b>
Total NTI Week Ending 11/18/23			<b>\$ 2,076,317.75</b>
<b>Increase:</b>			<b>8.44%</b>

# Facilities Update – Maximum Usage

BALLY'S TIVERTON CASINO & HOTEL

MAXIMUM USAGE

WEEK ENDING 11/16/24



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TIVERTON	11/10/24	11/11/24	11/12/24	11/13/24	11/14/24	11/15/24	11/16/24
03:00 - 04:00	9%	6%	4%	3%	4%	4%	10%
04:00 - 05:00	7%	4%	2%	3%	3%	3%	6%
05:00 - 06:00	6%	4%	2%	3%	3%	3%	7%
06:00 - 07:00	6%	5%	3%	3%	3%	6%	8%
07:00 - 08:00	11%	8%	2%	4%	5%	6%	10%
08:00 - 09:00	15%	13%	8%	8%	7%	9%	12%
09:00 - 10:00	22%	24%	17%	18%	18%	17%	23%
10:00 - 11:00	31%	33%	26%	29%	30%	29%	28%
11:00 - 12:00	38%	40%	34%	34%	35%	37%	33%
12:00 - 13:00	38%	49%	37%	36%	38%	39%	38%
13:00 - 14:00	45%	53%	36%	41%	43%	43%	43%
14:00 - 15:00	50%	56%	36%	42%	43%	42%	49%
15:00 - 16:00	52%	57%	35%	36%	41%	43%	53%
16:00 - 17:00	49%	55%	30%	33%	34%	42%	55%
17:00 - 18:00	45%	45%	27%	33%	33%	43%	54%
18:00 - 19:00	49%	42%	29%	31%	34%	53%	65%
19:00 - 20:00	51%	41%	29%	31%	37%	53%	68%
20:00 - 21:00	51%	37%	25%	32%	34%	55%	68%
21:00 - 22:00	39%	29%	21%	27%	28%	51%	65%
22:00 - 23:00	31%	21%	17%	22%	22%	46%	55%
23:00 - 00:00	25%	17%	13%	20%	17%	35%	44%
00:00 - 01:00	21%	11%	12%	15%	14%	26%	34%
01:00 - 02:00	16%	6%	7%	11%	10%	19%	23%
02:00 - 03:00	10%	4%	4%	5%	7%	15%	16%
<b>Maximum Daily Usage</b>	<b>52%</b>	<b>57%</b>	<b>37%</b>	<b>42%</b>	<b>43%</b>	<b>55%</b>	<b>68%</b>
<b>Number of VLTs</b>	<b>1,000</b>	<b>1,000</b>	<b>981</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>

# Facilities Update – Video NTI



## BALLY'S TWIN RIVER LINCOLN CASINO & RESORT NTI WEEK ENDING 11/16/24

<u>Date</u>	<u>Total In</u>	<u>Cash Out</u>	<u>Total NTI</u>
11/10/24	\$ 10,748,822.31	\$ 9,434,191.83	\$ 1,314,630.48
11/11/24	\$ 8,555,773.18	\$ 7,726,307.96	\$ 829,465.22
11/12/24	\$ 5,243,107.18	\$ 4,575,273.61	\$ 667,833.57
11/13/24	\$ 6,169,726.21	\$ 5,372,214.10	\$ 797,512.11
11/14/24	\$ 6,563,900.17	\$ 5,753,398.66	\$ 810,501.51
11/15/24	\$ 10,367,541.14	\$ 9,130,294.79	\$ 1,237,246.35
11/16/24	\$ 12,982,343.57	\$ 11,383,000.00	\$ 1,599,343.57
Totals	\$ 60,631,213.76	\$ 53,374,680.95	\$ 7,256,532.81
Total NTI Week Ending 11/16/24			<b>\$ 7,256,532.81</b>
Total NTI Week Ending 11/18/23			<b>\$ 7,043,065.90</b>
<b>Increase:</b>			<b>3.03%</b>

# Facilities Update – Maximum Usage

BALLY’S TWIN RIVER LINCOLN CASINO & RESORT

MAXIMUM USAGE

WEEK ENDING 11/16/24



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TWIN RIVER	11/10/24	11/11/24	11/12/24	11/13/24	11/14/24	11/15/24	11/16/24
03:00 - 04:00	13%	8%	3%	4%	4%	4%	12%
04:00 - 05:00	10%	6%	2%	3%	3%	3%	9%
05:00 - 06:00	7%	5%	3%	2%	3%	3%	7%
06:00 - 07:00	6%	4%	2%	2%	3%	3%	6%
07:00 - 08:00	8%	5%	3%	3%	4%	4%	7%
08:00 - 09:00	14%	9%	4%	5%	6%	6%	10%
09:00 - 10:00	20%	16%	8%	10%	10%	12%	16%
10:00 - 11:00	27%	23%	16%	18%	16%	18%	26%
11:00 - 12:00	31%	30%	20%	23%	22%	26%	34%
12:00 - 13:00	38%	35%	23%	27%	26%	32%	38%
13:00 - 14:00	45%	44%	26%	30%	32%	38%	48%
14:00 - 15:00	48%	45%	26%	30%	32%	41%	54%
15:00 - 16:00	51%	43%	27%	31%	30%	40%	55%
16:00 - 17:00	48%	41%	22%	30%	27%	38%	53%
17:00 - 18:00	46%	35%	19%	27%	26%	36%	51%
18:00 - 19:00	44%	34%	20%	28%	27%	41%	53%
19:00 - 20:00	44%	31%	21%	27%	27%	45%	53%
20:00 - 21:00	43%	28%	21%	25%	27%	45%	54%
21:00 - 22:00	39%	24%	18%	23%	25%	44%	52%
22:00 - 23:00	33%	20%	14%	19%	22%	42%	49%
23:00 - 00:00	28%	15%	10%	15%	18%	35%	43%
00:00 - 01:00	23%	13%	9%	11%	14%	27%	34%
01:00 - 02:00	16%	9%	7%	9%	10%	20%	26%
02:00 - 03:00	12%	6%	5%	6%	7%	16%	19%
<b>Maximum Daily Usage</b>	<b>51%</b>	<b>45%</b>	<b>27%</b>	<b>31%</b>	<b>32%</b>	<b>45%</b>	<b>55%</b>
<b>Number of VLTs</b>	<b>3,900</b>	<b>3,900</b>	<b>3,900</b>	<b>3,900</b>	<b>3,900</b>	<b>3,900</b>	<b>3,900</b>

# Marketing/Promotions

### Promotion:

### “Black Friday”

- Customers are encouraged to stop by the Lottery anytime between 8 a.m. and 4 p.m. (the day after Thanksgiving) for our Black Friday promotion.
- For every set of \$20 in Holiday Instant Tickets packaged inside a greeting card, the customer can pick a gift tag to receive a prize.
- Prizes include Instant Tickets, Lottery merchandise, Patriots gift cards, PPAC tickets and more.



TheLot logo in the top left corner of the graphic. In the top right corner, it says "18+ EVENT".

**RHODE ISLAND  
LOTTERY**  
1425 PONTIAC AVE.  
CRANSTON

**8 AM - 4 PM**

*Shop for your*  
**\$20 HOLIDAY  
INSTANT  
TICKET SET**  
*and treat yourself to  
a special gift!*

**BLACK  
FRIDAY  
Event**  
**11/29/24**

RILOT.com logo in the bottom left corner.

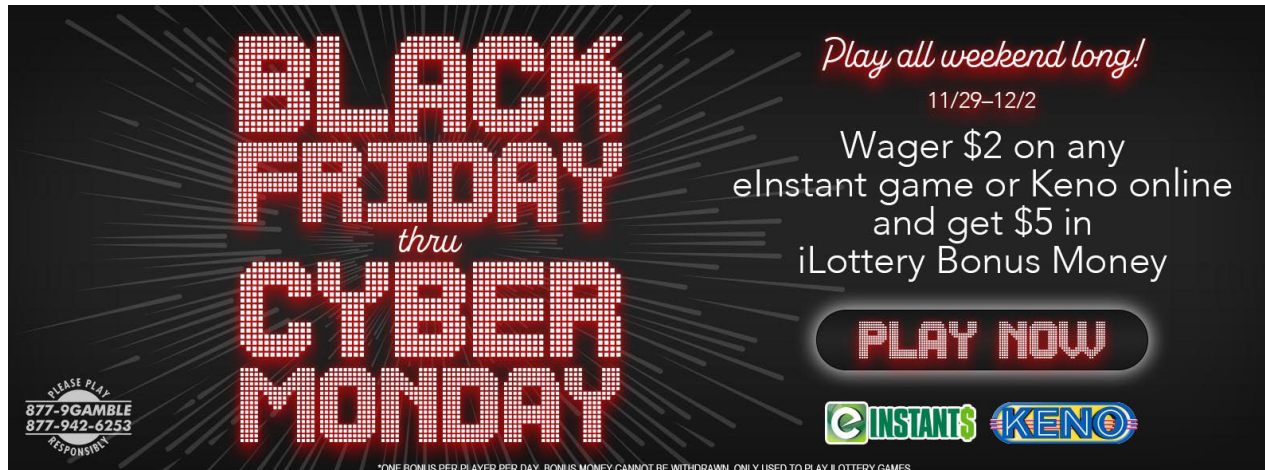
\*WHILE SUPPLIES LAST. CASH ONLY, PLEASE.

PLEASE PLAY RESPONSIBLY  
877-9GAMBLE  
877-942-6253



## Promotion:

### “Black Friday – Cyber Monday”



**BLACK  
FRIDAY**  
*thru*  
**CYBER  
MONDAY**

*Play all weekend long!*  
11/29–12/2

Wager \$2 on any  
eInstant game or Keno online  
and get \$5 in  
iLottery Bonus Money

**PLAY NOW**

**eINSTANTS** **KENO**

PLEASE PLAY RESPONSIBLY  
877-9GAMBLE  
877-942-6253

\*ONE BONUS PER PLAYER PER DAY. BONUS MONEY CANNOT BE WITHDRAWN. ONLY USED TO PLAY iLOTTERY GAMES.

- iLottery Promotion running November 29<sup>th</sup> - December 2<sup>nd</sup>
- Players can log in to their VIP Club account each day and place a \$2 wager on any Keno or eInstant game to get \$5 in iLottery Bonus Money



## “50<sup>th</sup> Anniversary Game Event”

Thursday, December 19, 2024, at Bally’s

- 4 Winners of the 50<sup>th</sup> Anniversary 2<sup>nd</sup> Chance and 1 Winner from the 50 Years Instant wagers will be drawn to attend.
- Each winner will play the \$1,000,000 Match Game to pick from the prize board until they have 5 matching prize amounts.
- Each winner will walk away with at least \$10,000 but could win \$1,000,000!



## Other Updates

## Next Meeting

**Monday, December 16, 2024**

**4:00 p.m.**