



**VIRGINIA LOTTERY**  
Board Meeting

January 25, 2023



# GAMING COMPLIANCE

Gaming Update

Gina Smith

Deputy Executive Director of Gaming Compliance

January 25, 2023





# GAMING COMPLIANCE

Sports Betting Update



# Approved Operators

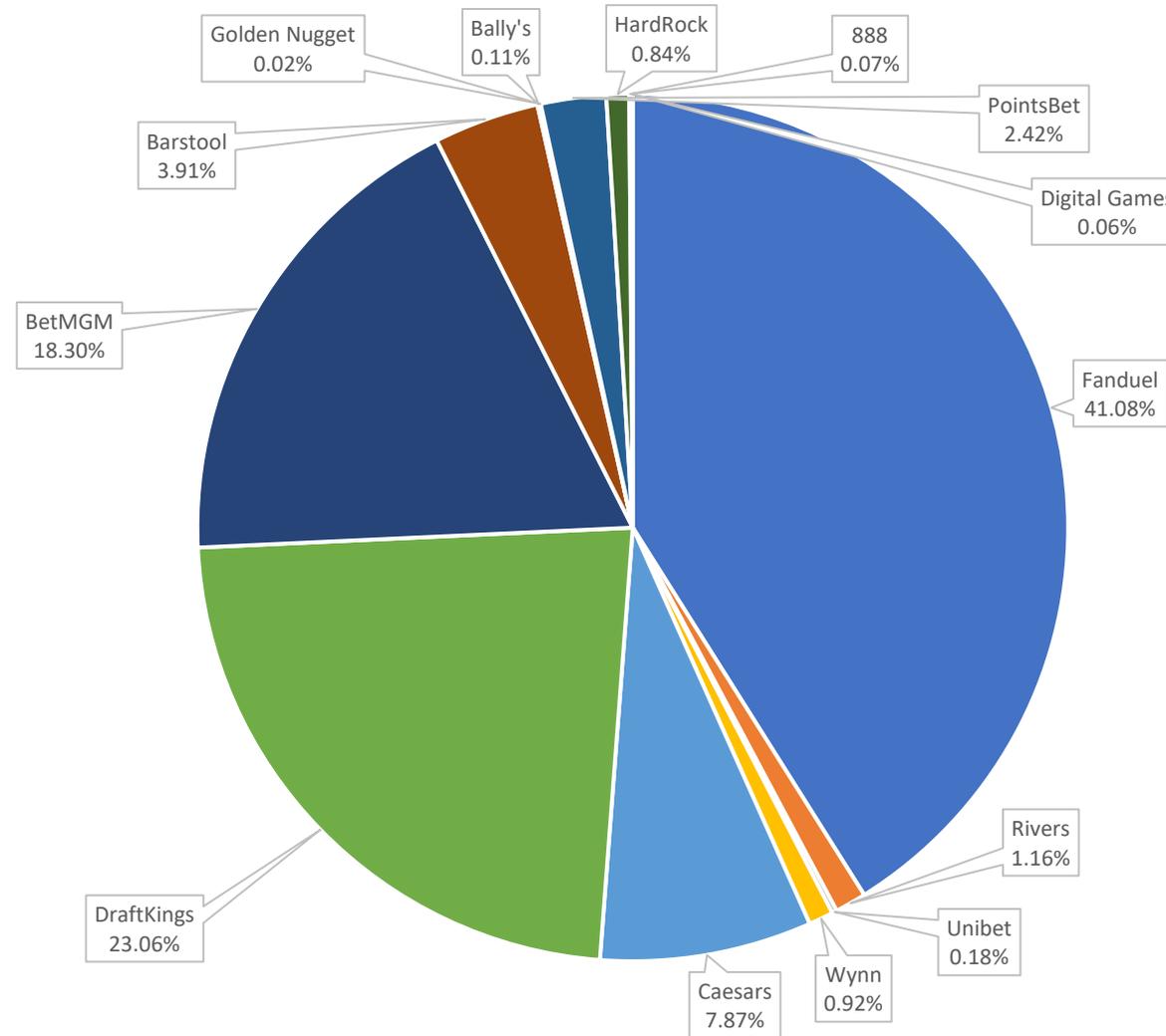
Sports Betting Operator	Date of First Wager
Betfair Interactive US, LLC (d/b/a FanDuel)	January 20, 2021
Crown Virginia Gaming, LLC (Draft Kings)	January 24, 2021
BetMGM, LLC	January 27, 2021
Rivers Portsmouth Gaming , LLC d/b/a Rivers Casino Portsmouth	January 27, 2021
Caesars Virginia, LLC	February 3, 2021
WSI, US LLC	March 9, 2021
Unibet Interactive, Inc.	April 28, 2021
Penn Sports Interactive, LLC	August 10, 2021
Golden Nugget Online VA, LLC	September 29, 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
Hillside (Virginia), LLC a/k/a Bet365	Temporary Permit
DC Sports Facilities Entertainment, LLC	December 19, 2022



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# Market Share by Operator

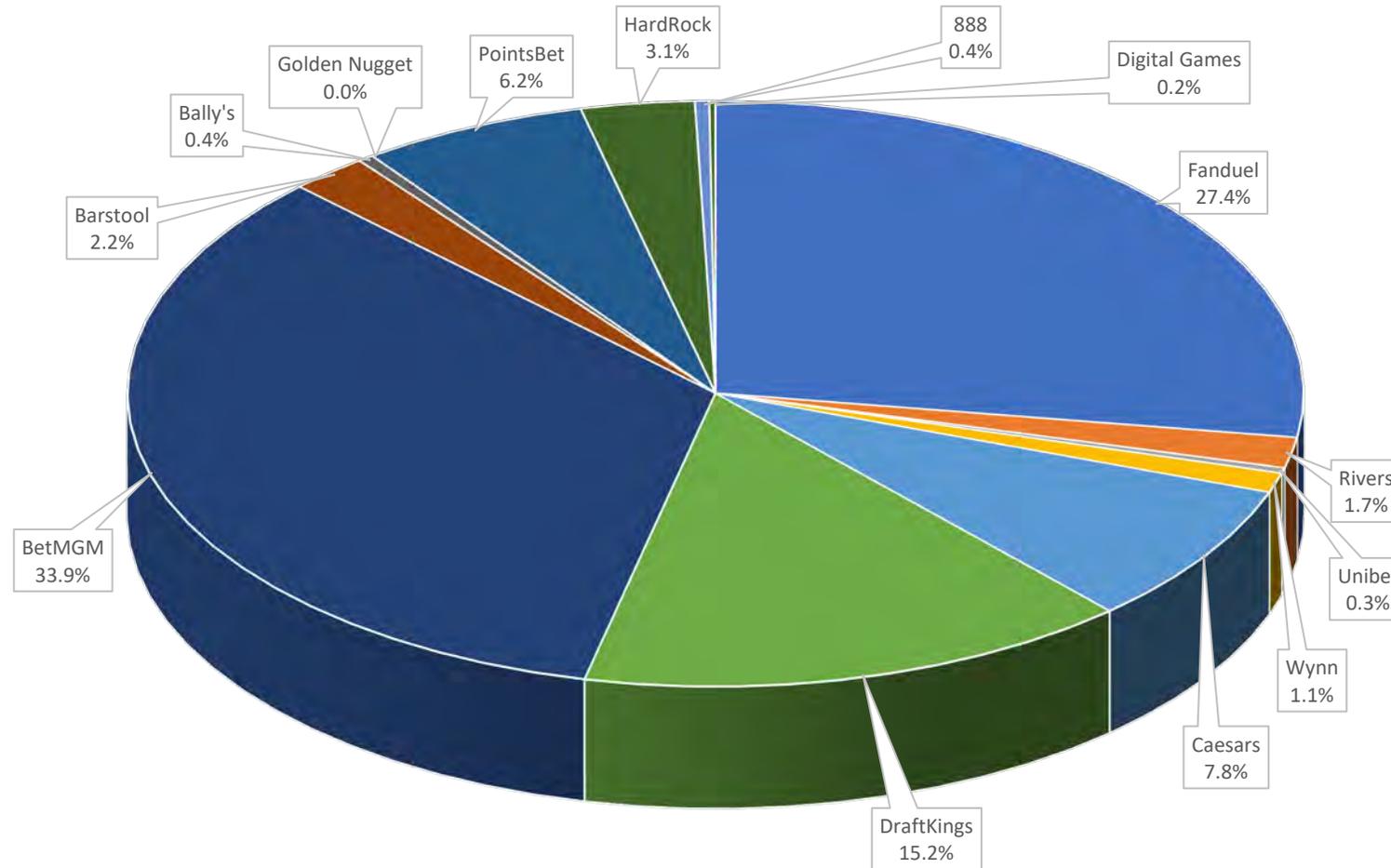
January 2022 to November 2022



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# Promotions by Operator

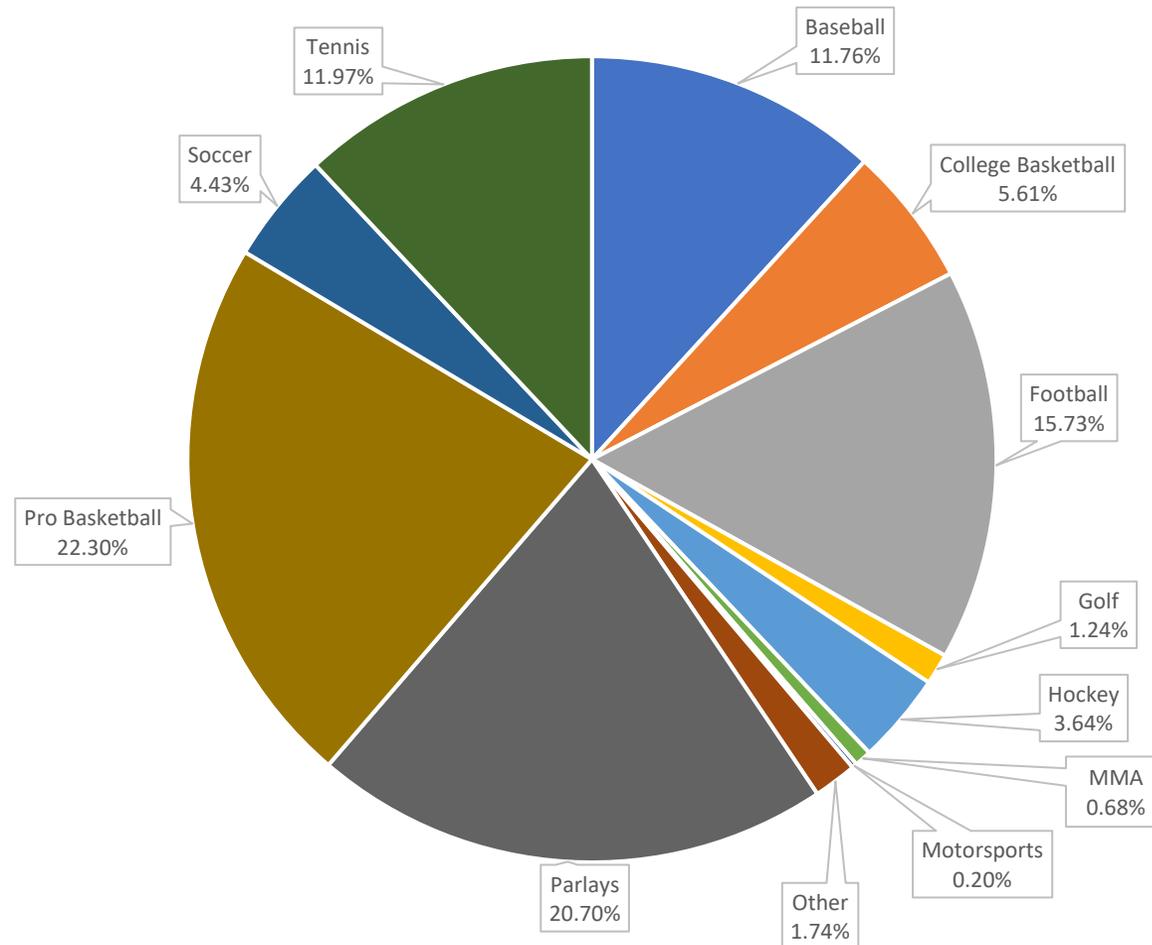
January 2022 to November 2022



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# Total Wagers by Sport

January 2022 to November 2022



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# GAMING COMPLIANCE

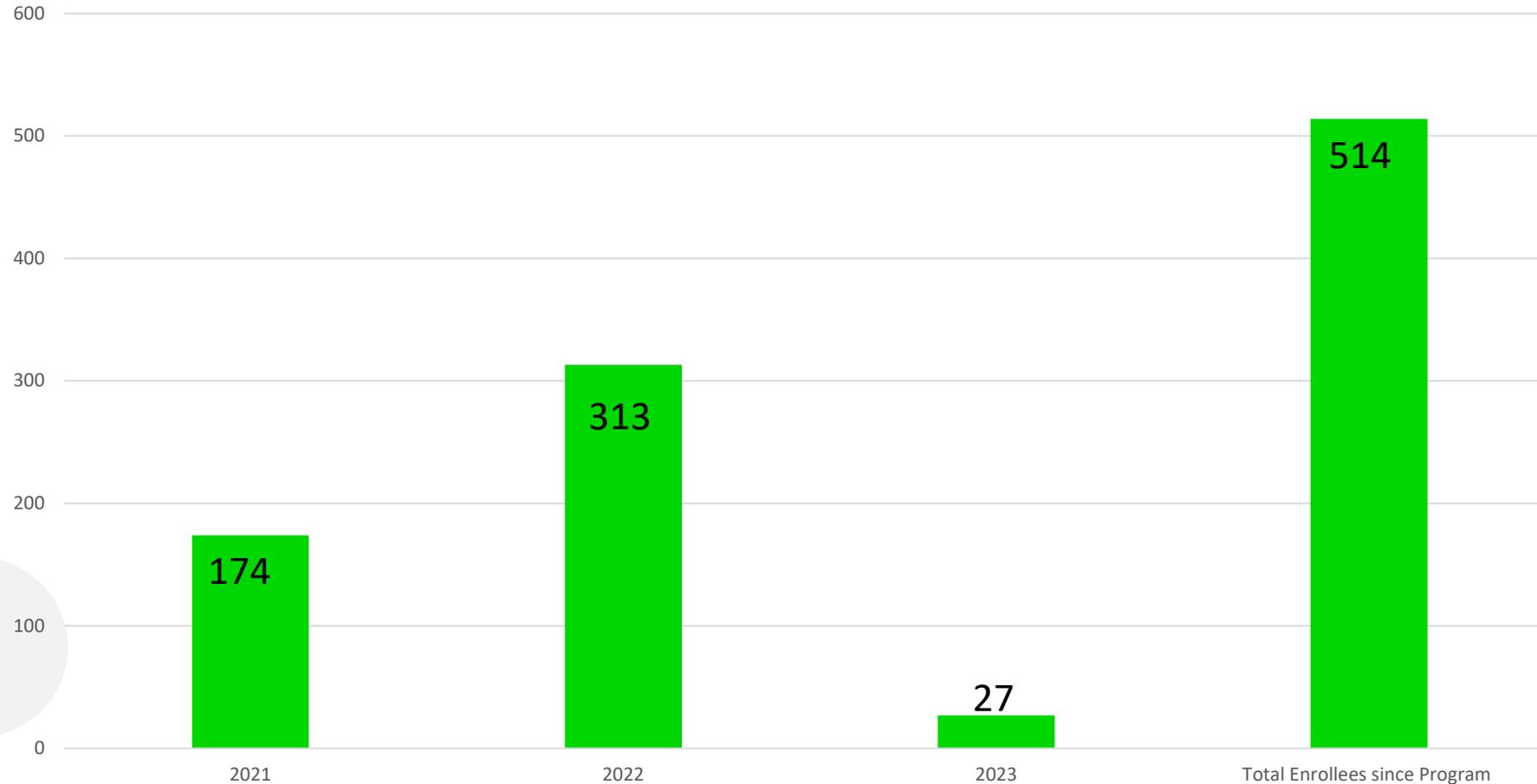
Voluntary Exclusion Program Update



# Voluntary Exclusion Program Update

Total Program Enrollment is 514

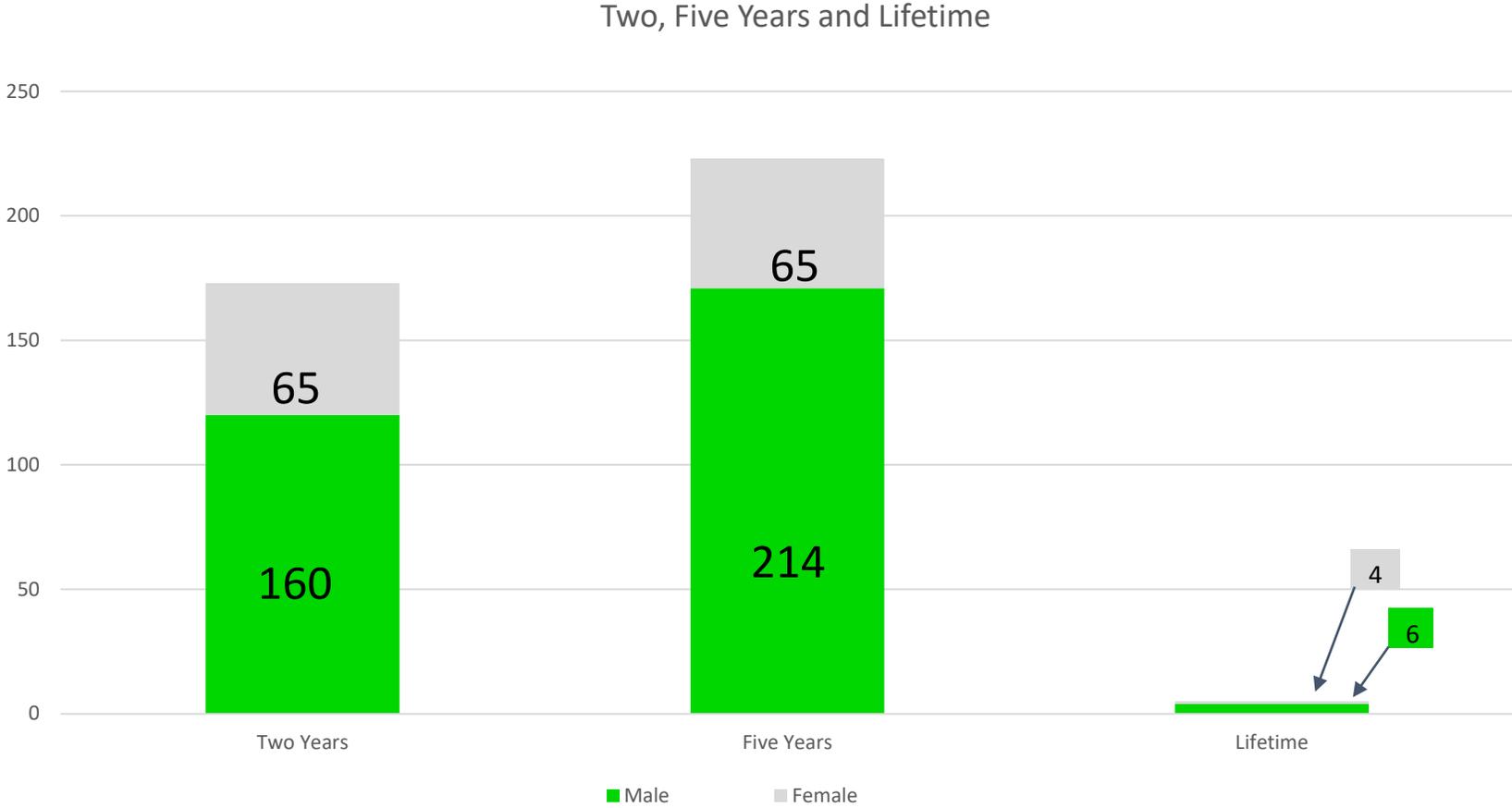
• \* as of 1/20/2023



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# Voluntary Exclusion Program

Exclusion Period Breakdown (as of January 20, 2023)

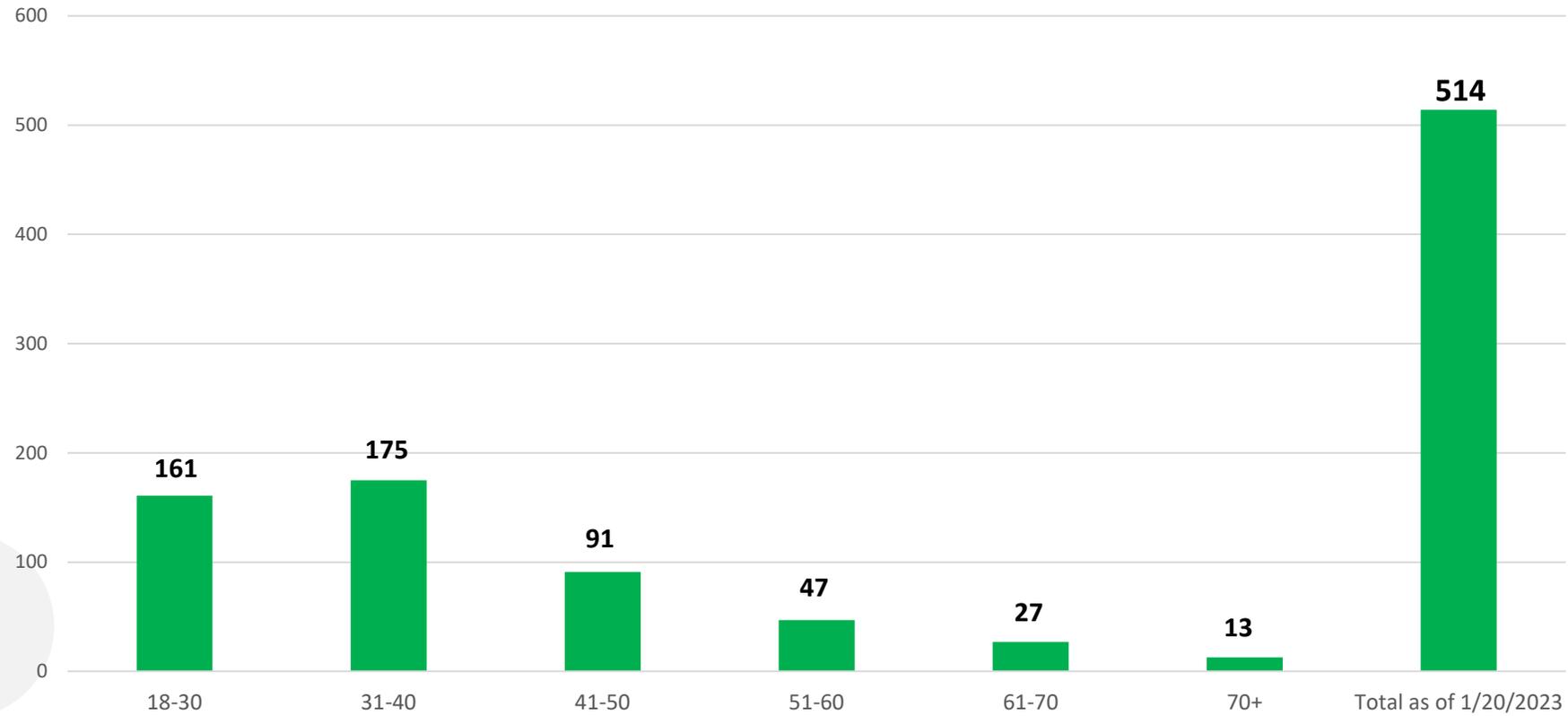


# Voluntary Exclusion Enrollees By Age

Data as of 1/20/2023



Number of Enrollees By Age Group





# GAMING COMPLIANCE

Casino Update



# Permits Issued as of 1/21/2023

## Service Permits

- Gaming & Non-Gaming 2,104
- Vendors 320

## Supplier Permits

- Key Manager (Principal) 52
- Manufacturers: 20



# HeadWaters Casino



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



# Caesars Danville



- Temporary structure is now in place.
- Table Game hiring event to take place in early February.
- Several Key Manager Licenses have been submitted.
- Beginning to submit required operational information.

# Rivers Casino Portsmouth

- Opened for business on January 23, 2023.
- Donated over \$500,000 to charity from the two soft openings.
- Coin in from slot machine on the first day exceeded \$11 million.





- 661,796 property attendance
- \$286K in charitable contributions to local organizations
  - 49 Team Members took on new roles
  - \$45,334,929.41 paid in Slot jackpots
    - Highest Coin in Day NYE

# New Year's Eve Highlights

- Highest Coin-In and Table Drop since opening
- Attendance of 8,874 for the day
- 742 New Members signed up for Unity



## Media Coverage

- Dozens of News Articles Across Virginia/Tennessee
  - Bristol Herald-Courier
  - WCYB – Bristol, VA
  - WJHL – Johnson City, TN
  - WDBJ – Roanoke/Lynchburg, VA
  - Bristol Now
  - Cardinal News – Southwest/Southside Virginia
  - Newsbreak – Bristol
  - WFHG 92.9 FM – Bristol/Tri-Cities
  - Richmond Times Dispatch – Richmond, VA



- Coverage included in two e-news blasts distributed daily to thousands of influential leaders across Virginia

## Social Media

- 77,902 people reached through Groundbreaking Ceremony content
- 4 posts for 1,759 likes; 145 comments
- 106 new followers from day of Groundbreaking Ceremony (December 8<sup>th</sup>) through December 11th



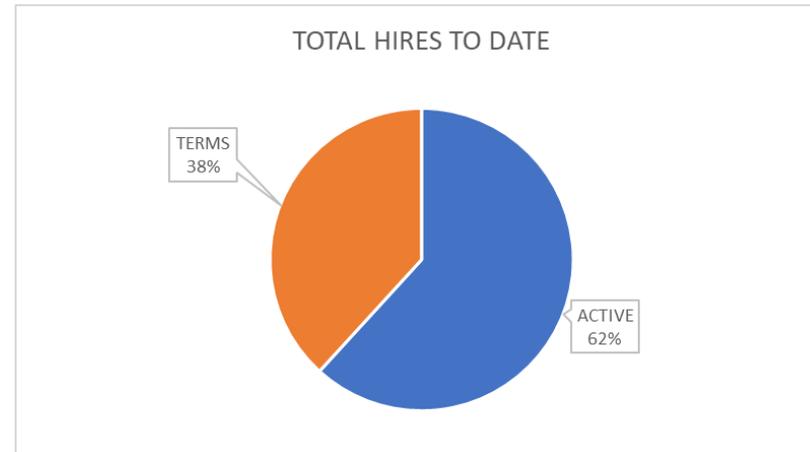
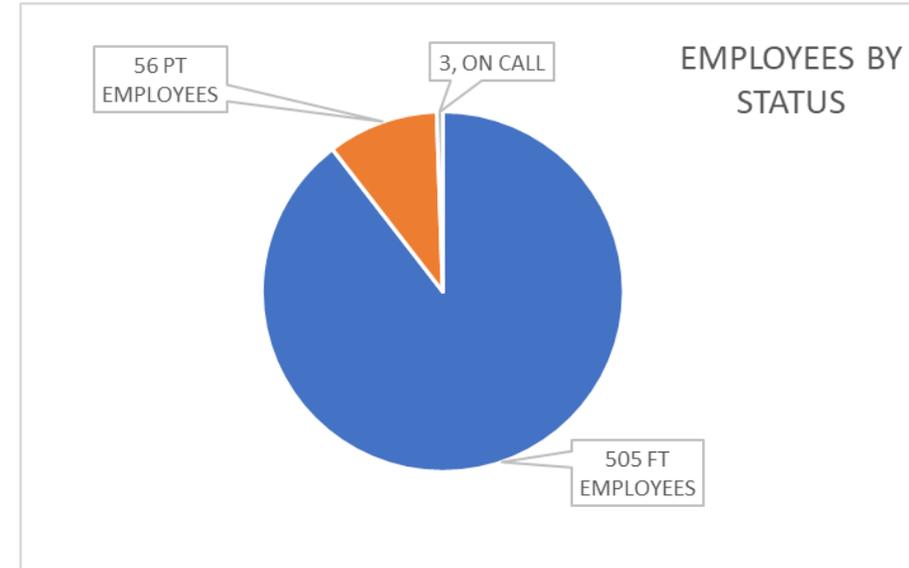
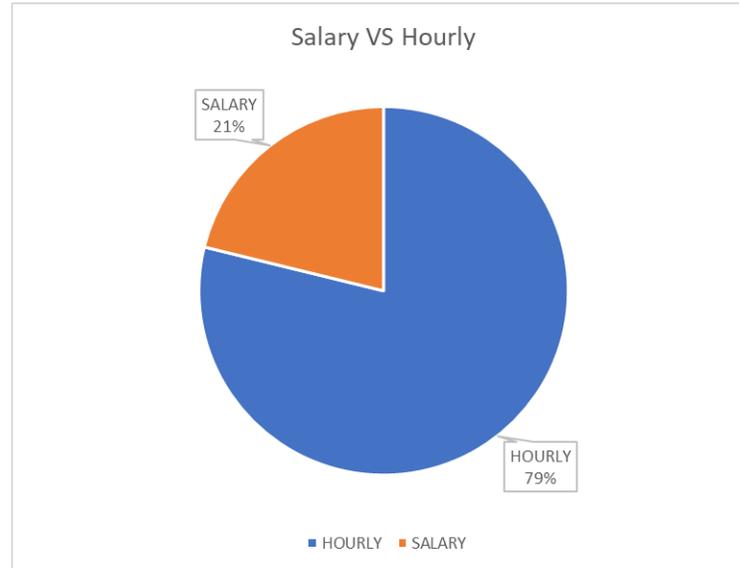
707 Likes; 67 Comments;  
36,853 people reached  
(Across Platforms)

- **\$286K in Giving in 2022**
- Holiday Baskets Benefiting Boys & Girls Club \$5,920
- Salvation Army Family Adoption:
  - 4 Families, 26 children
- SWVA Regional Pitch Contest
  - 10 local businesses
  - Women and Minority owned
  - \$50K grant
- Toys for Tots Campaign
- Feeding Southwest VA \$26,690
- Olde Farm Breakfast
  - \$50K donation
    - Boys and Girls Club
    - Healing Hands
    - Salvation Army
    - Barter Theater
    - Girls Inc.



# Labor & Recruiting

- Over 25,000 applications
- 564 Active Team Members
  - 445 hourly
  - 119 salary
- Full Time: 505
- Part Time: 56
- On Call: 3





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