



VIRGINIA LOTTERY

Gaming Update

October 27, 2021

October Board Presentation

Approved Operators

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
Penn Sports Interactive, LLC	March 15, 2021
Unibet Interactive, Inc.	April 28, 2021
Golden Nugget Online VA, LLC	September 29, 2021

Additional Operators



- **Twin River Management a/k/a Bally's Corporation** – Approved on March 15, 2021. Anticipated launch in mid-November.
- Currently reviewing an additional five operators and expect to award permits in the upcoming months.

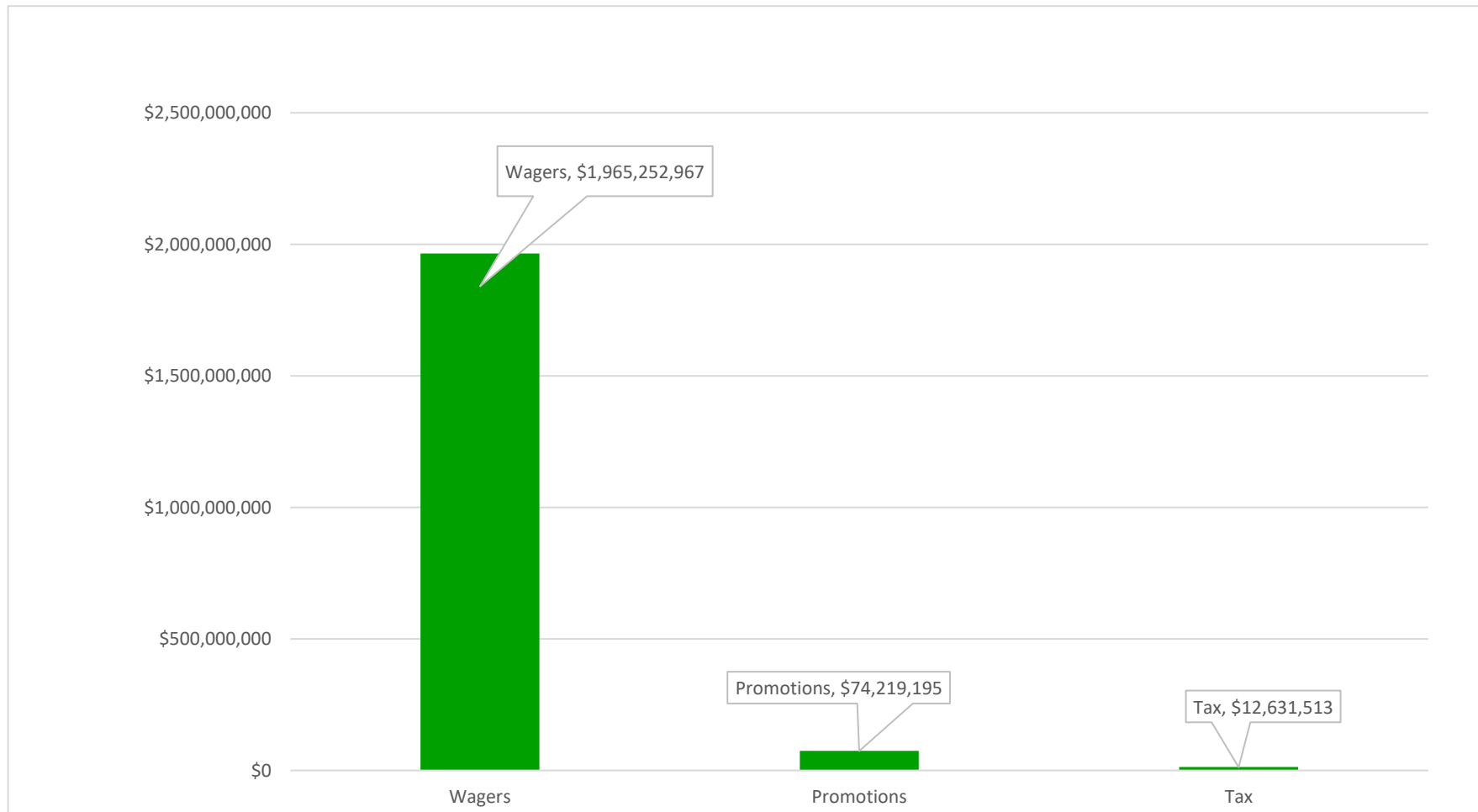
Financial Data

Note:

- All sports betting financial data for the month of September is based on preliminary estimates.
- A formal press release will be made by no later than the 1st of November 2021.

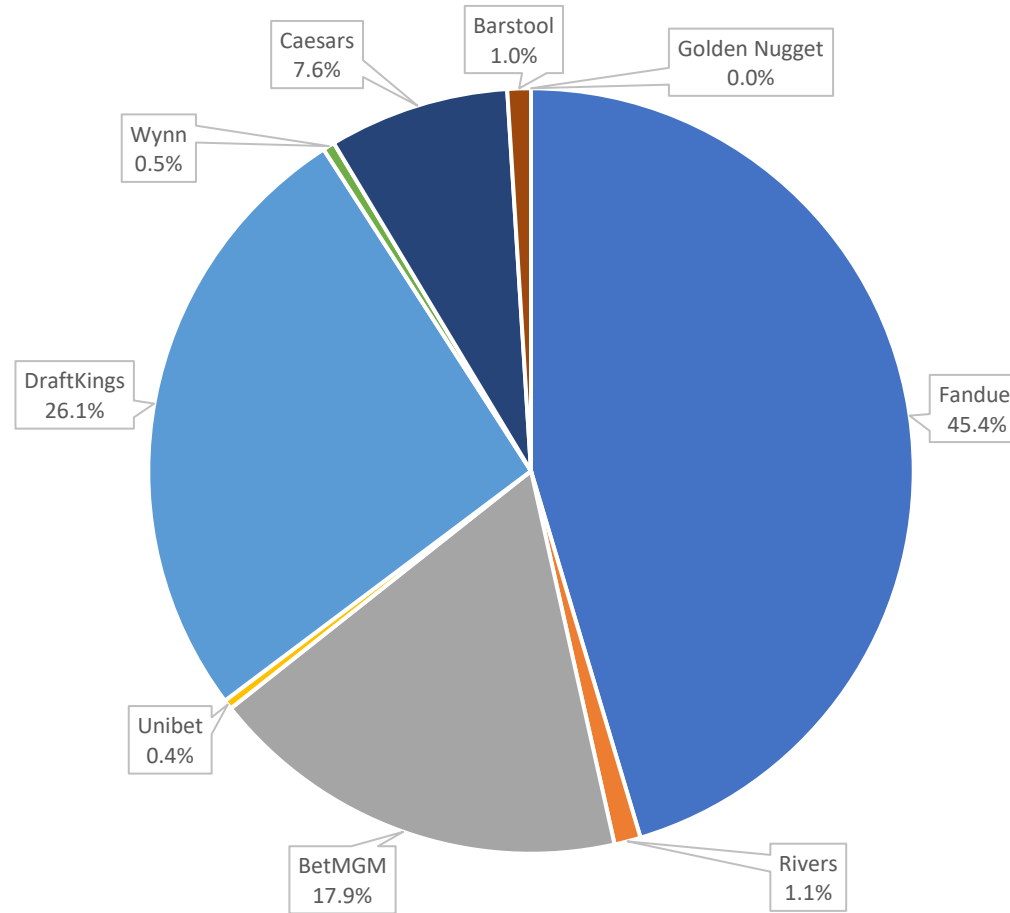
All Operators

January through September 2021



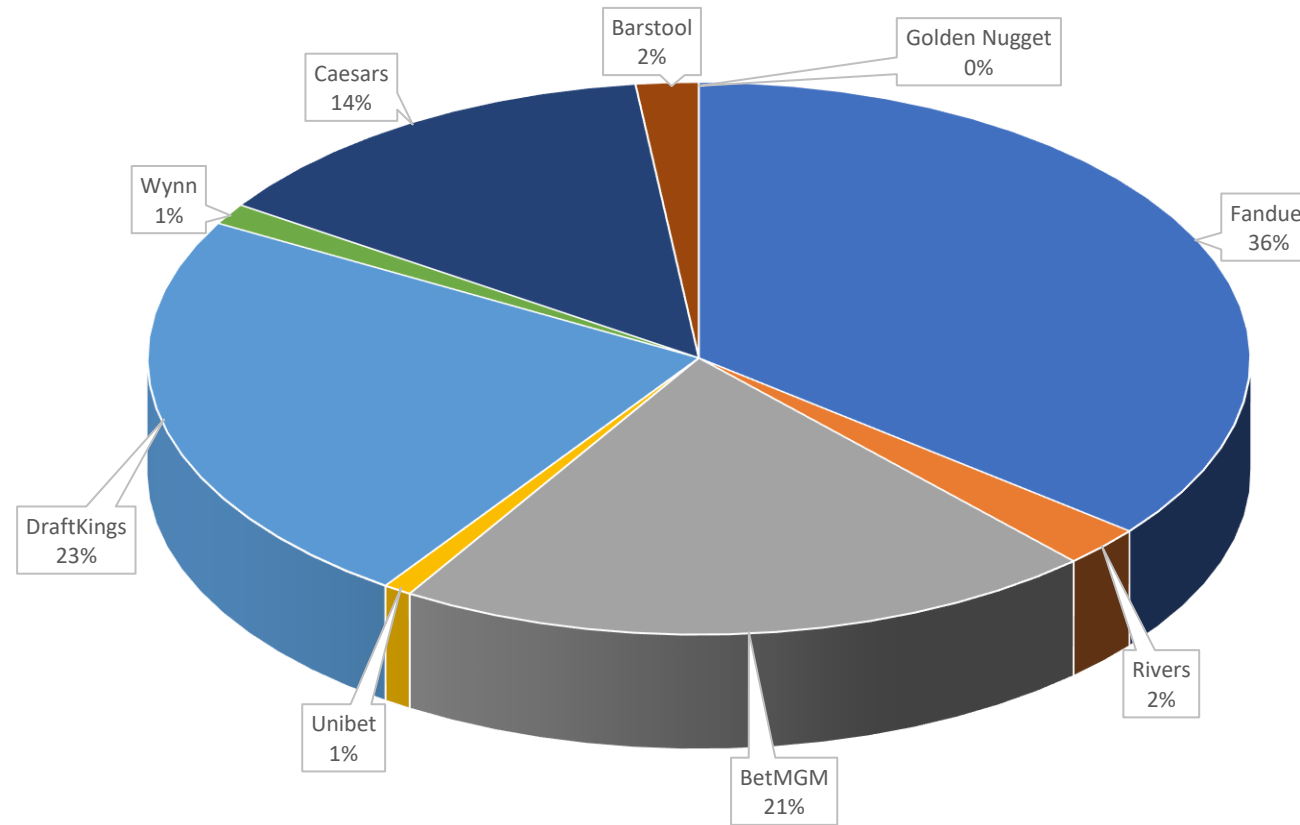
Market Share By Operator

January through September 2021



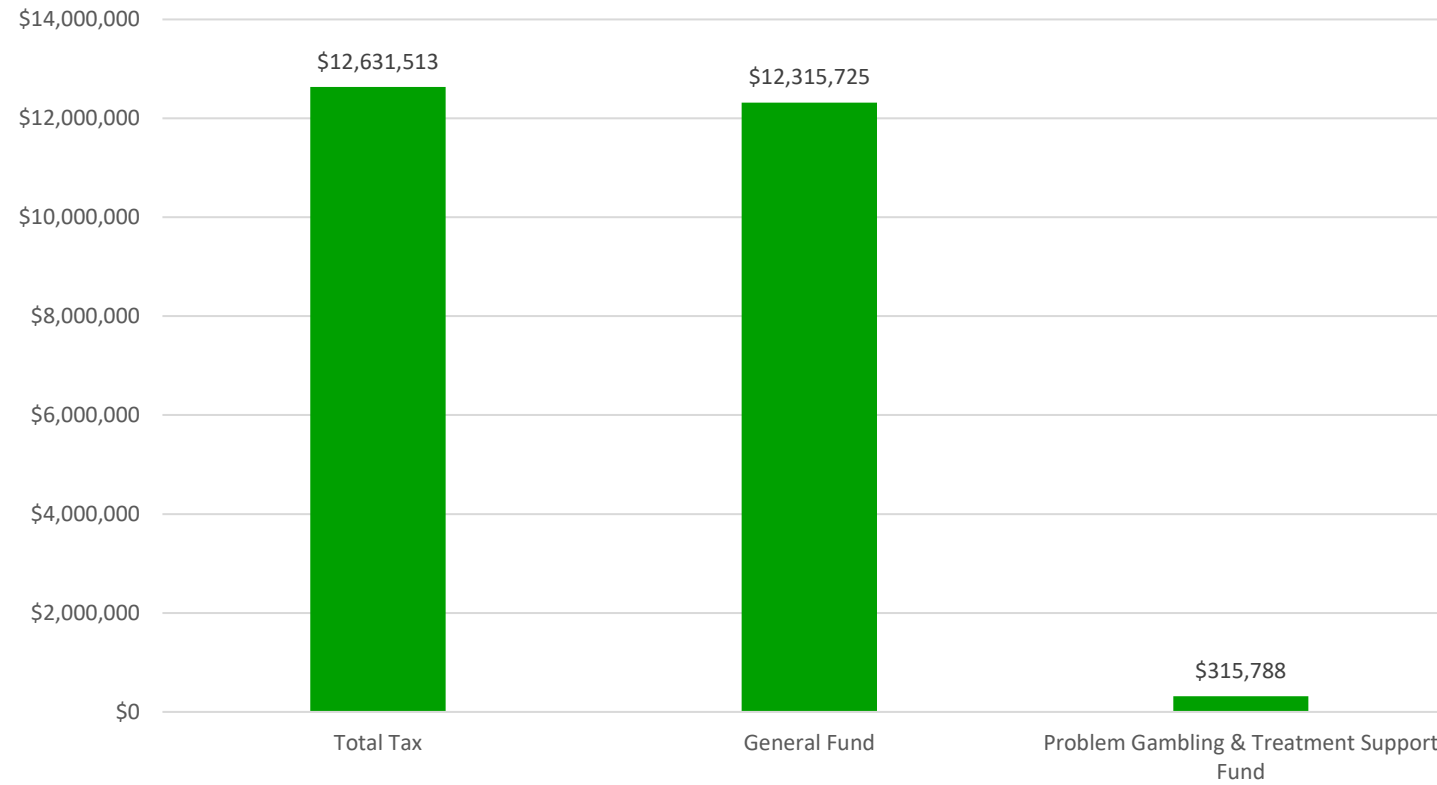
Promotions By Operator

January through September 2021



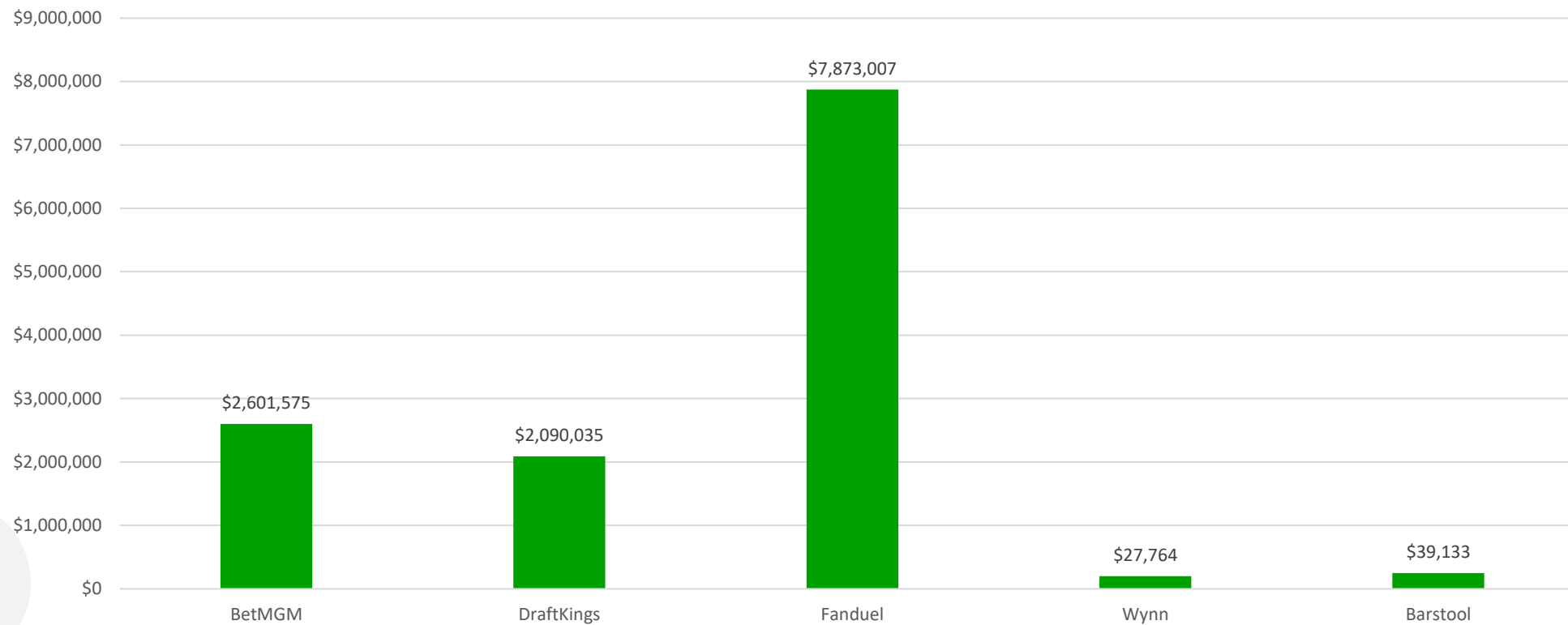
Tax Payments

January through September 2021



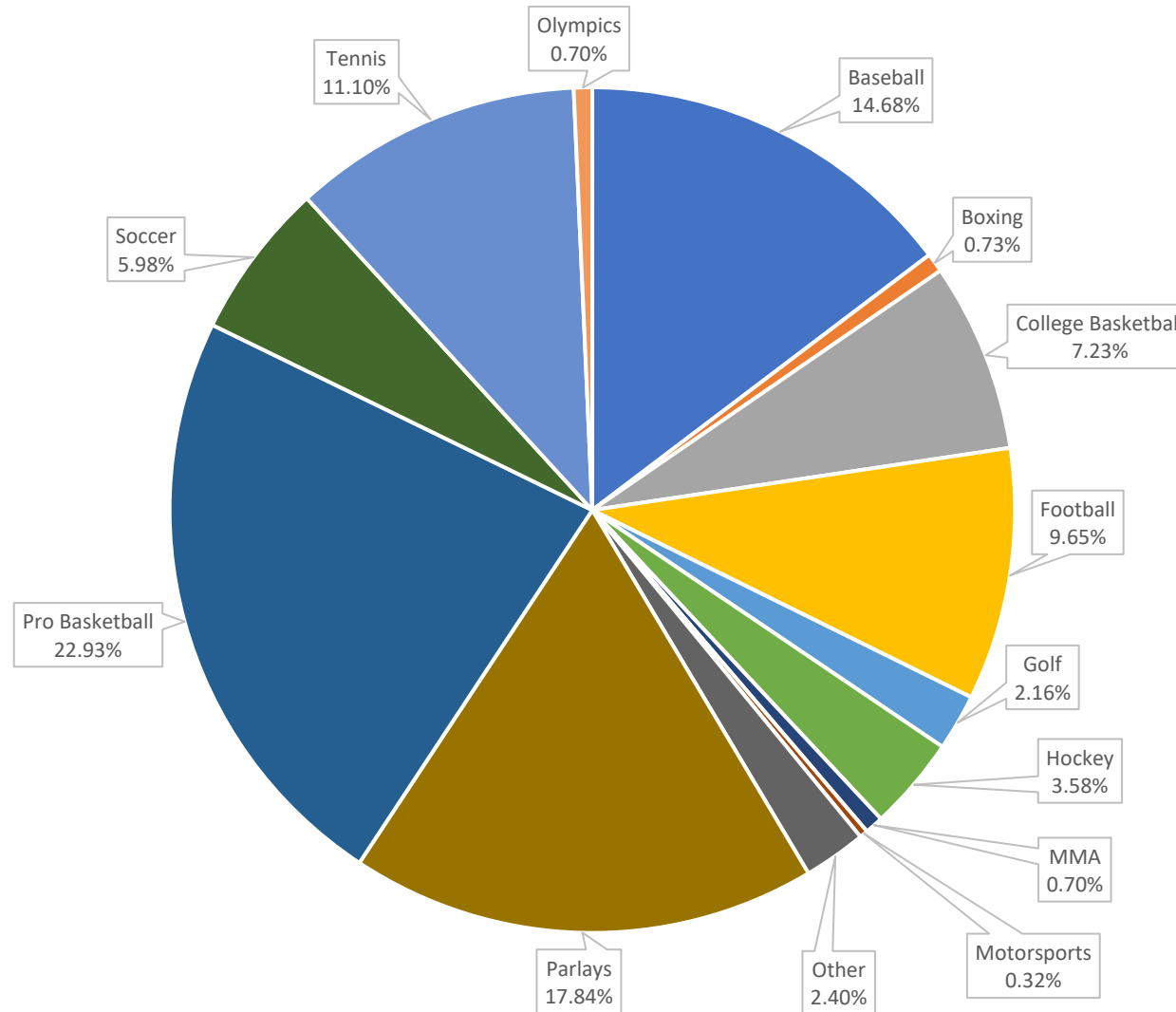
Tax Payments By Operator

January through September 2021



Total Wagers By Sport

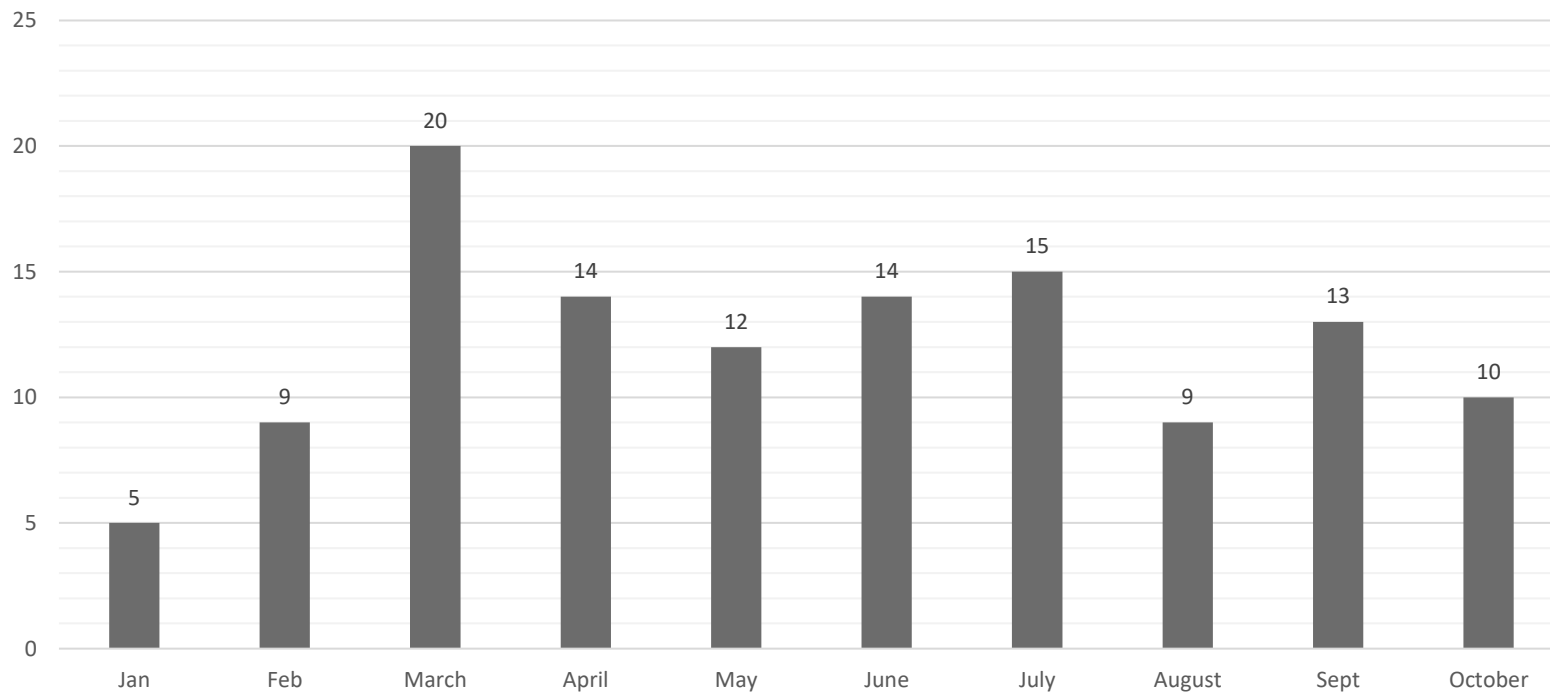
January through September 2021



Voluntary Exclusion Program Update

121 Total Enrollments January – October 20, 2021

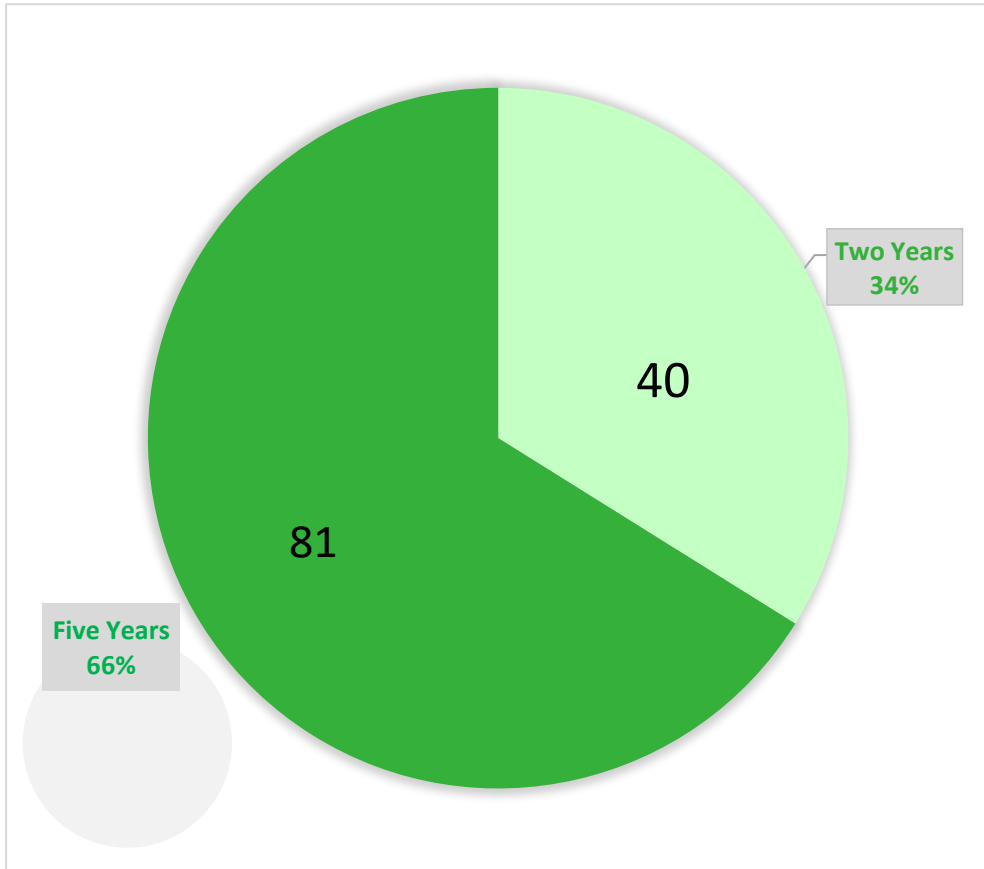
- Monthly Breakdown to date



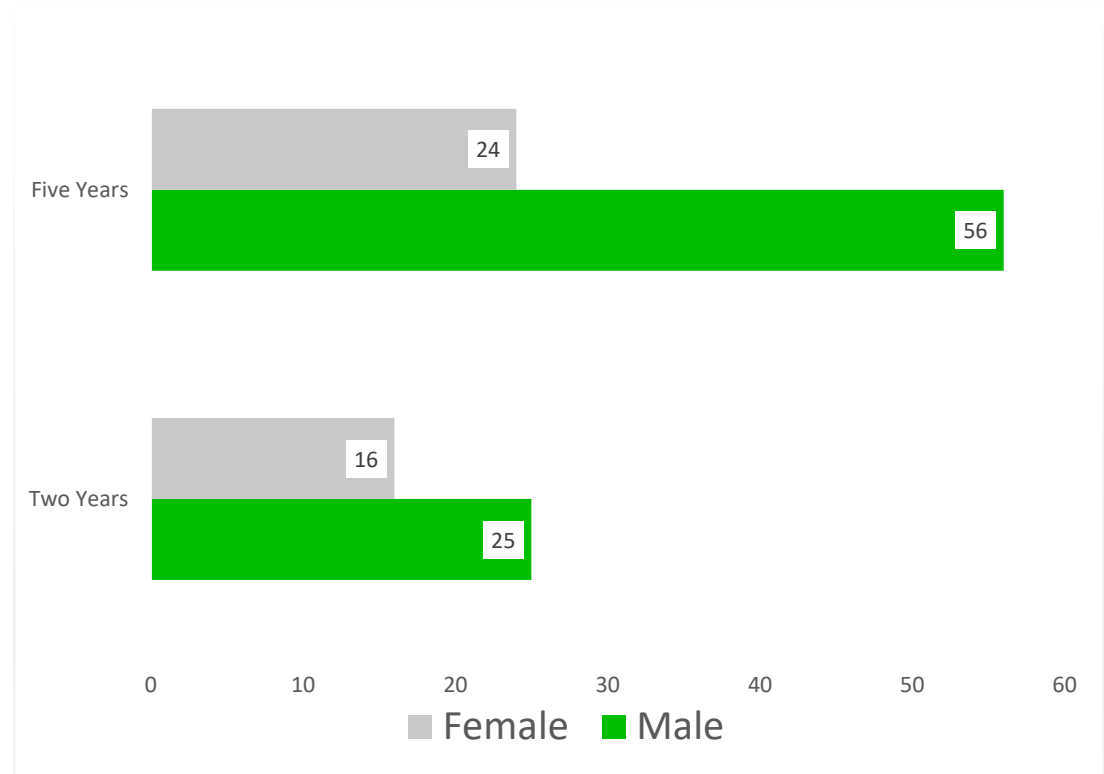
Voluntary Exclusion Program

Exclusion Period Enrollment as of October 20, 2021

Two and Five-Year Breakdown



Exclusion Periods by Gender



Casino Update

- The following casino applications have been available on the website since April 2021:

Facility Operator

Principal Entity

Supplier Permits:

Contactor

Principal/Key Manager

Manufacturer

Slot Machine Management System Provider

Casino Update



- The following casino applications have been available on the website since April 2021:

Service Permits:

Gaming employee

Non-gaming employee

Vendor Major

Vendor Minor

Casino Update

- To date, the Lottery has received the following types of applications: facility operator, principal entity, manufacturer, vendor major and vendor minor.
- Going forward, the Lottery anticipates receiving thousands of applications.

Delegation of Authority



Due to the volume of applications that will be received on an ongoing basis, and the time sensitive nature of the approvals, the Lottery is requesting the Board delegate to the Deputy Director of Gaming Compliance any authority that the Board may have to issue supplier and service permits. The exception to this delegation would be for the facility operator permit and any supplier permits issued to the actual casino operator or general manager of a casino. These licenses will be brought forward to the Board for approval.

On a quarterly basis, the Lottery shall report statistical information to the Board regarding license issuances.