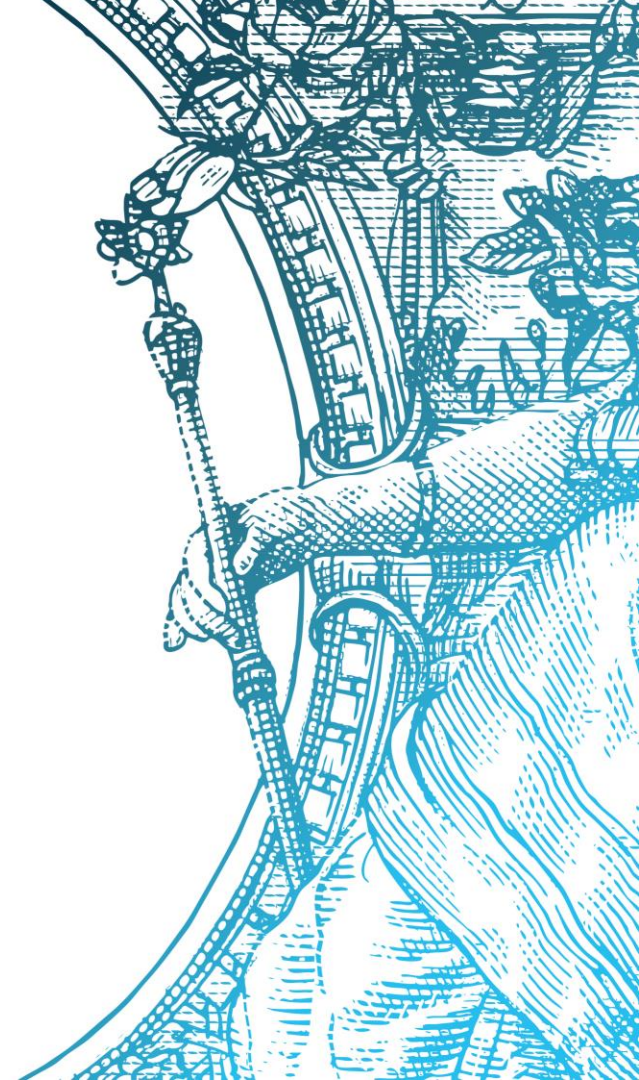


Q1 2019 Report

Massachusetts Gaming Commission

May 23, 2019



REVENUE, TAXES, LOTTERY & COMPLIANCE



Q1 2019 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
January	\$19,698,053	\$4,924,513
February	\$21,500,878	\$5,375,219
March	\$25,684,173	\$6,421,043
TOTAL	\$66,883,106	\$16,720,776

Lottery



Month	Lottery Sales at MGM Springfield
January	\$101,482
February	\$108,248
March	\$149,175



Compliance



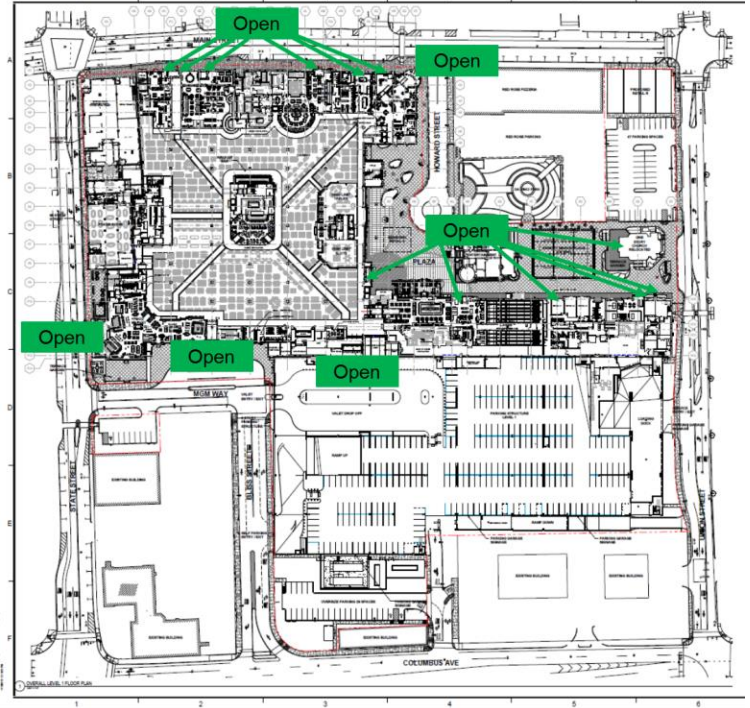
Month	Minors intercepted in Gaming Area and prevented from Gaming (% of visitation)	Minors intercepted gaming (% of visitation)	Minors intercepted consuming alcohol (% of visitation)
January	89 (.022)	18(.004)	0(0)
February	102(.045)	20(.005)	1(.000)
March	133(.030)	15(.003)	1(.000)

Security Plan Update

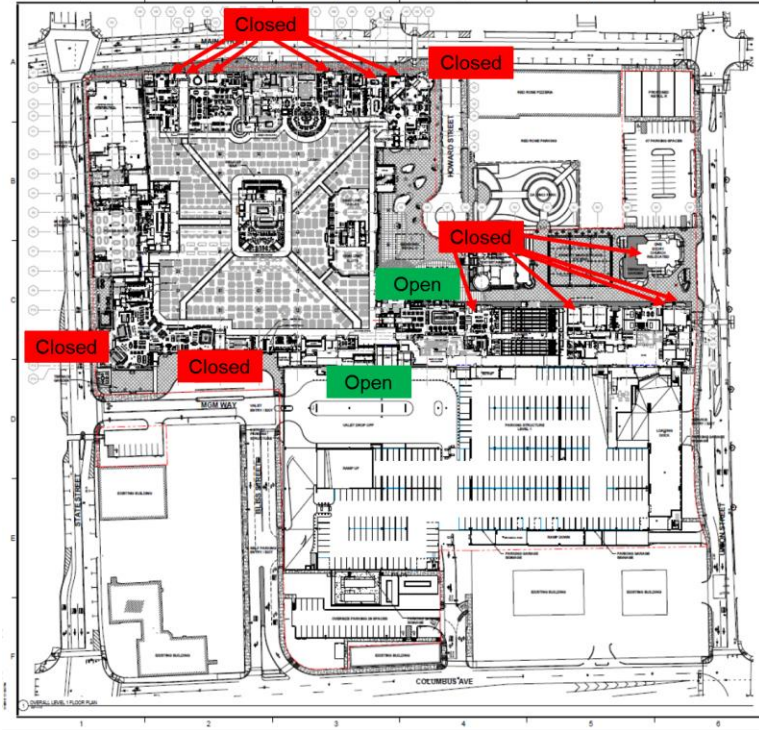
- Additional under-21 signs
- Eliminated crossing routes on the floor
- Physical presence to check for minors at peak times
- Permanent rover posts for security officers
- Hand stamp program for frequently ID'd patrons
- Education Campaign for Community
- Employees attended underage training class
- Property curfew from midnight to 8 a.m. (unless hotel guest)
- Locking all but two entrances in the evening

Property Entrances

8:00 a.m. – 12:00 a.m.



12:00 a.m. – 8:00 a.m.



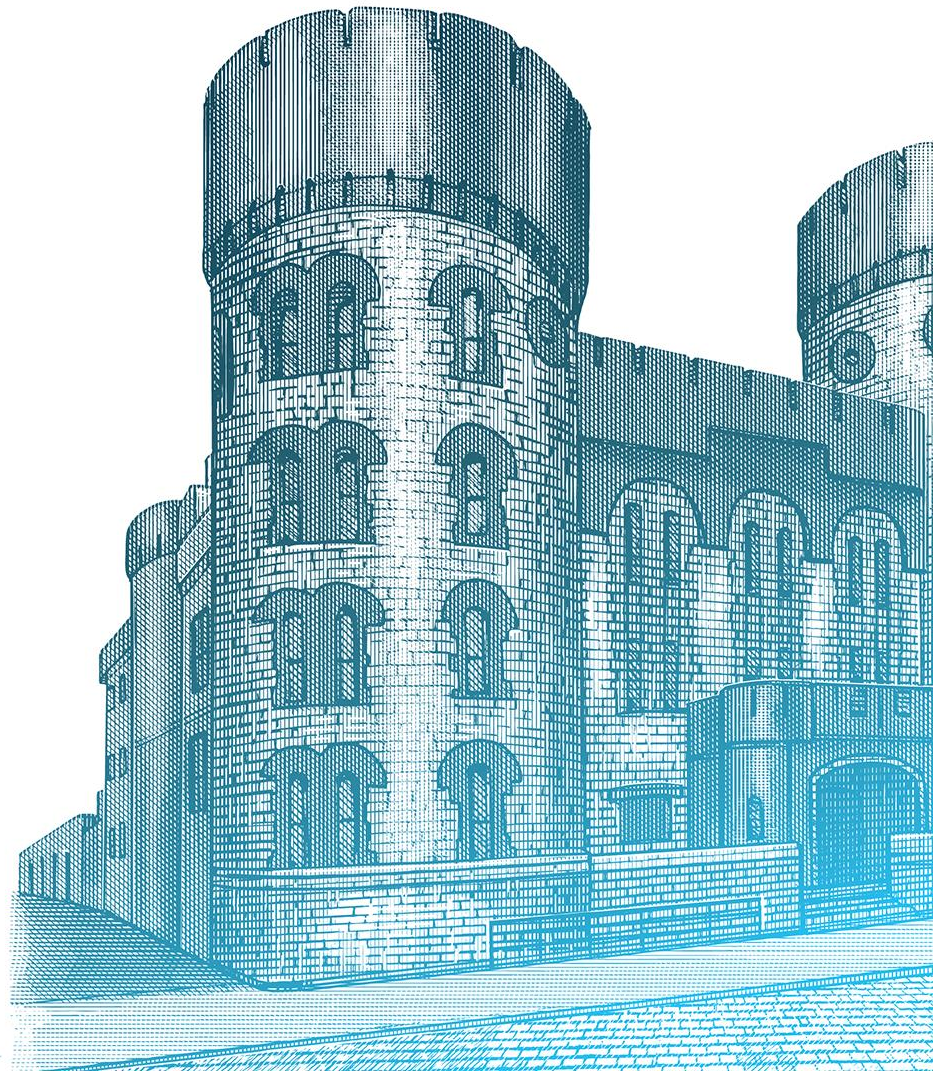
Measures to Prevent Minor Access to Gaming & Alcohol

- All forward-facing employees/beverage servers receiving refresher education
- Any beverage server with a violation subject to progressive discipline and must retake the TIPS class
- Planned modifications to our discipline process with respect to procedural violations involving minors

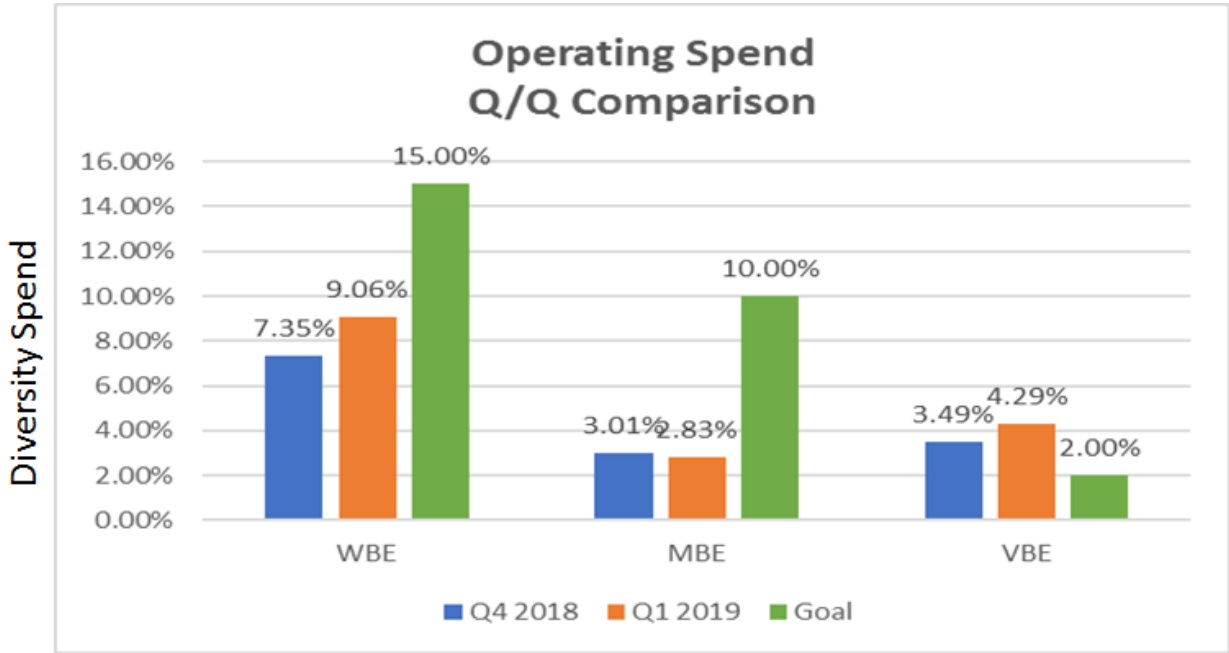


Special recognition for employees who excel at finding and removing minors.

SPEND UPDATE



Q1 2019 Operating Spend

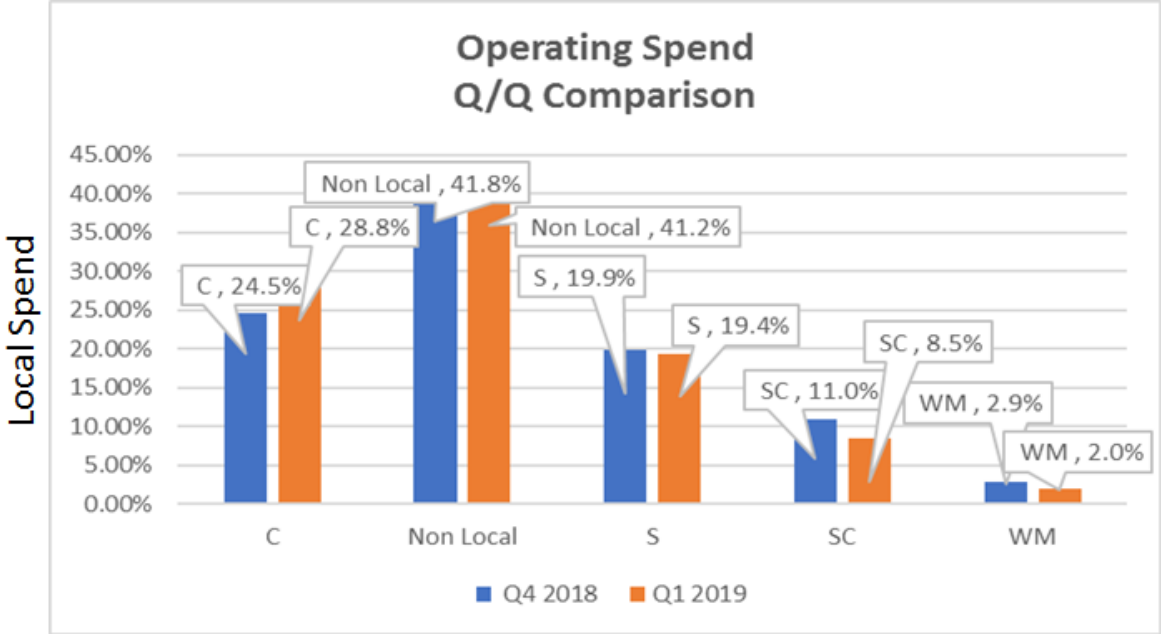


\$10.3M identified as Biddable Spend
\$1.7M in payments to Diversity Suppliers (16.2%)

Notes:
 - Total Biddable Spend for Q1 2019 was \$10.3M
 - Diversity categories defined as:
 WBE – Women-Owned Business Enterprise
 MBE – Minority-Owned Business Enterprise
 VBE – Veteran-Owned Business Enterprise



Q1 2019 Operating Spend



\$11.5M in payments to Mass. Suppliers (58.8%)
\$5.9M in payments to Western Mass. Suppliers (29.9%)

- Notes:
- Total Spend for Q4 2018 was \$19.6M
 - Spend segments defined as:
 - Commonwealth (C)
 - Non-Local
 - Springfield (S)
 - Surrounding Communities (SC)
 - Western Massachusetts (WM)



Vendor Outreach

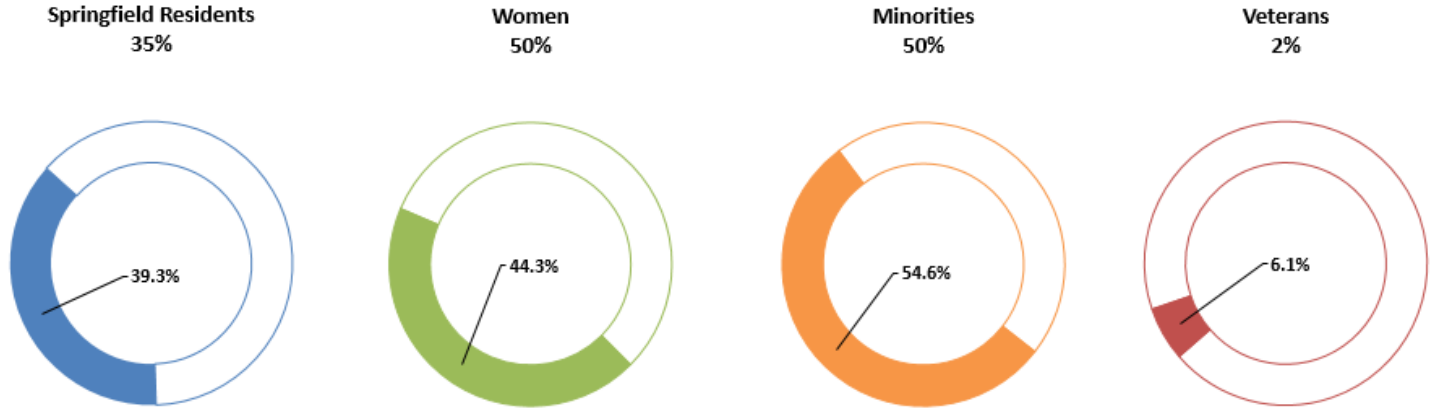
Date	Event	Location
1/11/2019	MGC VATF Metting	Springfield, MA
1/30/2019	GNEMSDC Matchmaking Event	Newington, CT
2/28/2019	AM Lithology Site Tour (VBE)	Chicopee, MA
3/14/2019	Quaboag Hills Chamber Meeting	Palmer, MA



EMPLOYMENT



Progress on Hiring Goals



*Represents 2,303 active employees as of 03/31/2019 (Does not include Campus Tenants, Vendors)

Employment Numbers

	Employees	Full-Time	Part-Time
Totals	2,303*	1,767	536
% of Totals	100%	76.7%	23.3%

2018-2019	Goals	Q4 2018 %	Q4 2018 #	Q1 2019 %	Q1 2019 #	Q2 2019 %	Q2 2019 #	Q3 2019 %	Q3 2019 #
MINORITY	50%	56.3%	1,419	54.6%	1,258				
VETERAN	2%	6.0%	151	6.1%	141				
WOMEN	50%	45.3%	1,143	44.3%	1,021				
SPRINGFIELD	35%	38.4%	969	39.3%	906				
WESTERN MA REGION		73.5%	1,854	73.3%	1,687				
MA RESIDENTS		75.6%	1,906	75.3%	1,734				
TOTAL # OF MGM EMPLOYEES			2,522		2,303				
TOTAL # OF EMPLOYEES OF VENDORS					81				
TOTAL # OF EMPLOYEES @GAMING ESTABLISHMENT					2,384				

2019 Q1 Recruitment Efforts

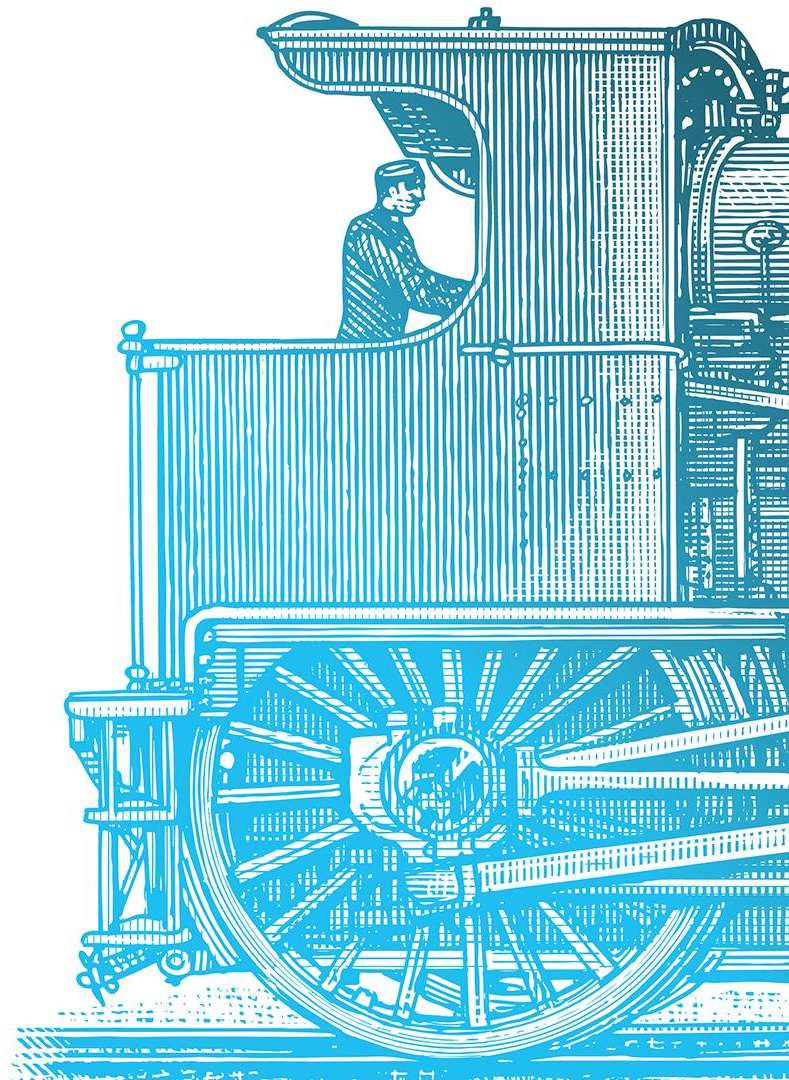
- Keeping Western Mass Working Job Expo
- Company visit with MA Rapid Response team
- Western MA Employment Collaborative – *Outstanding Employer* award
- UMass Amherst HTM Career Fair
- *Grow the SHOW* – internal workshop
- Westfield State University Job Fair
- SNHU Property Tour and Executive Panel
- College Career Centers of Western MA Job Fair



Western Mass Employment Collaborative
A SERVICE OF RIVERSIDE COMMUNITY CARE



MARKETING & ENTERTAINMENT



Marketing Calendar Highlights

January

THE DOWNTOWN ROAR
MGM

Scratch It RICH
UP TO \$250,000 IN PRIZES
BEGINNING JANUARY 1

\$20,000
SLOT TOURNAMENT

TAKE A SPIN FOR YOUR CHANCE TO WIN
On January 25-30, all M life Rewards members can play for a share of \$20,000 in FREEPLAY! Registration is \$100 and runs from 10:00 a.m. to 11:00 p.m. and tournament play begins at 10:00 a.m.
Visit the M life Rewards desk for more details.

WINNING WINDS DAY

TAKE A SEAT AND GET LUCKY

Win a share of thousands in FREEPLAY! every Wednesday from 11 a.m. – 8 p.m. All guests actively playing slot machines will be entered to win. Someone wins every 30 minutes!

Visit the M life Rewards desk for more details.

WEDNESDAY Win & Dine

NEW! WEDNESDAY DINING DISCOUNTS

On Wednesdays from 10:00 a.m. to 4:00 p.m., swipe at the promotional kiosk then spin the prize wheel for food discounts of 10-25% off at the South End Market. Plus, have a chance to win up to \$500 in FREEPLAY!

Visit the M life Rewards desk for more details.

February

THE DOWNTOWN ROAR
MGM

LINCOLN MKC GIVEAWAY
February 18

6850.000 Scratch It RICH
\$10,000 SLOT TOURNAMENT

LINCOLN MKC GIVEAWAY
President's Day
February 18

EARNING BEGINS FEBRUARY 1
Earn one entry for every slot point or Free Spin from 10:00 a.m. until President's Day Ends, February 18, at 11:59 p.m.

WEEKLY DRAWINGS, FEBRUARY 18 AT 7:00 P.M.
Activate your entries by visiting your M life Rewards card at any promotional kiosk located on the Casino Floor. The one of five lucky winners from 10:00 a.m. to 6:00 p.m. for a chance to win FREEPLAY or promotional chips!

GRAND FINAL, FEBRUARY 18 AT 7:00 P.M.
Five additional winners will be selected at 7:00 p.m. Five of them will each walk away with thousands in FREEPLAY or promotional chips, and one lucky grand prize winner will drive away in a brand new 2018 Lincoln MKC. See it Day!

Visit the M life Rewards desk for more details.

\$30,000

BLACKJACK TOURNAMENT

FEBRUARY 4, 11 & 25
10:00 a.m. to 1:00 p.m.

Open to all M life Rewards members. Registration is \$100 and tournament play begins at 10:30 a.m. Win up to \$30,000 in promotional chips!

Visit the M life Rewards desk for more details.

SIX DRAWINGS AND DRAWINGS
FRIDAY, FEBRUARY 6
3:00 to 6:00 p.m.

One winner will be drawn every hour from 3:00 to 6:00 p.m. for \$500 in FREEPLAY or promo chips. One additional winner will be selected at 6:00 p.m. for the \$10,000 grand prize.

Visit the M life Rewards desk for more details.

\$10,000 SLOT TOURNAMENT

SUNDAY, FEBRUARY 24
4:00 to 8:00 p.m.

Who wouldn't love a chance to win a prize of over \$10,000? FREEPLAY or promo chips. Registration begins at 4:00 p.m.

Visit the M life Rewards desk for more details.

THE DOWNTOWN ROAR
MGM

5 TRUCKS 5 DAYS
WIN A FORD F-150 EVERY SATURDAY IN MARCH

POT O' GOLD DRAWINGS

FRIDAY, MARCH 18
12:00 to 6:00 p.m.

Open to all M life Rewards members who activate their entry by playing a promotional kiosk between 12:00 a.m. and 6:00 p.m.

One winner will be called every 20 minutes beginning at noon for a chance to spin the Super Prize Wheel. Once it's your turn, you'll pick a random multiplier from our "Pot of Gold" and your prize will be multiplied by the number shown on the dice.

Visit the M life Rewards desk for more details.

March

TIER CREDIT MULTIPLIER

XX Platinum & NCR
4X Gold
3X Pearl
2X Sapphire

MONDAYS IN MARCH
12:00 a.m. to 11:59 p.m.

M life Rewards members can enjoy all promotional offers on Mondays in March by activating their Credit Multiplier and earning 2X the credits on the night.

Visit the M life Rewards desk for more details.

\$10,000 SLOT TOURNAMENT

TUESDAY, MARCH 24 • 2:00 to 8:00 p.m.

M life Rewards members get to spin the wheel and win their luck for the chance to win a share of our \$10,000 FREEPLAY prize pool!

Visit the M life Rewards desk for more details.

MYSTERY POINT MULTIPLIER

WEDNESDAYS IN MARCH
6:00 a.m. - Wednesdays to 5:59 a.m. - Thursdays

To activate your Mystery Point Multiplier, you must play a slot machine on any day of the week. Mystery Point Multiplier will be able to multiply their points earned on the day.

Visit the M life Rewards desk for more details.

On-Property Activations



Ice Rink Programming



Chinese New Year



Private Sinbad Concert



Mummers



Regional Activations



1BERKSHIRE

THE HOLY
SHRIMP
ST. PATRICK'S
PARADE





THIS IS WHERE WINNERS PLAY

THE EXCLUSIVE RESORT CASINO OF THE BOSTON RED SOX



Q1 Entertainment Recap



Date	Event	Venue
5/23/2019	ROAR! - Drew Lynch	Armory
5/24/2019	Food Truck Fridays	Armory Square
5/24/2019	ROAR! - Drew Lynch	Armory
5/24/2019	MGM Live: Trailer Trash (Open to Public)	Plaza
5/25/2019	ROAR! - Drew Lynch	Armory
5/25/2019	Memorial Day Cookout	Armory Square
5/26/2019	Memorial Day Corn Hole Tournament	Plaza
5/30/2019	MGM Live: FAT (Open to Public)	Plaza
5/30/2019	ROAR! - Ben Bailey	Armory
5/31/2019	Food Truck Fridays	Armory Square
5/31/2019	MGM Live: Kung Fu (Open to Public)	Plaza

Date	Event	Location
6/1/2019	ROAR! - Stone Cold and the Jackal	Armory
6/1/2019	ROAR! - Ben Bailey	Armory
6/1/2019	MGM Live: Collective Soul / Gin Blossoms	Plaza
6/6/2019	MGM Live: Soul Sound Review (Open to Public)	Plaza
6/6/2019	ROAR! - Carly Aquilino	Armory
6/7/2019	Food Truck Fridays	Armory Square
6/7/2019	MGM Live: Gary Hoey (Open to Public)	Plaza
6/7/2019	ROAR! - Carly Aquilino	Armory
6/8/2019	ROAR! - Carly Aquilino	Armory
6/8/2019	MGM Live: Hanson	Plaza
6/12/2019	Springfield Museums Drawing Class	Plaza

Date	Event	Location
6/14/2019	Food Truck Fridays	Armory Square
6/14/2019	ROAR! - Rich Vos	Armory
6/14/2019	MGM Live: Usually Normal (Open to Public)	Plaza
6/15/2019	Memorial Day Cookout	Armory Square
6/15/2019	ROAR! - Rich Vos	Armory
6/19/2019	Whats on TAP Wednesday (BID)	Plaza
6/20/2019	MGM Live: Livio Gravini & The Free Spirit Society (Open to public)	Plaza
6/21/2019	Food Truck Fridays	Armory Square
6/21/2019	MGM Live: Matt & Kim	Plaza
6/22/2019	Solomon Fitness Boot Camp	Plaza
6/23/2019	Air Supply	Symphony Hall
6/27/2019	MGM Live: Blue Eyed Blackbird (Open to Public)	Plaza
6/28/2019	Food Truck Fridays	Armory Square
6/28/2019	MGM Live: Nick Fradiani (Open to Public)	Plaza
6/29/2019	MGM Live: Village People	Plaza
6/29/2019	Terry Fator	Symphony Hall

Date	Event	Location
7/5/2019	MGM Live: Fab Four	Plaza
7/5/2019	Food Truck Fridays	Armory Square
7/6/2019	MGM Live: 80sHD (Open to public)	Plaza
7/11/2019	MGM Live: The Alchemystics / Dorren Pierre (Open to Public)	Plaza
7/12/2019	Food Truck Fridays	Armory Square
7/12/2019	MGM Live: Matt Maratea (Open to Public)	Plaza
7/18/2019	MGM Live: Michelle Brooks Thompson (Open to Public)	Plaza
7/19/2019	MGM Live: Joon (Open to Public)	Plaza
7/19/2019	Food Truck Fridays	Armory Square
7/20/2019	MGM Live: MisterWives	Plaza
7/25/2019	MGM Live: Jason Ingriselli (Open to Public)	Plaza
7/26/2019	Food Truck Fridays	Armory Square
7/26/2019	MGM Live: Consider the Source (Open to Public)	Plaza
7/27/2019	MGM Live: Warrant & Firehouse	Plaza

ECONOMIC IMPACT & FUTURE DEVELOPMENT



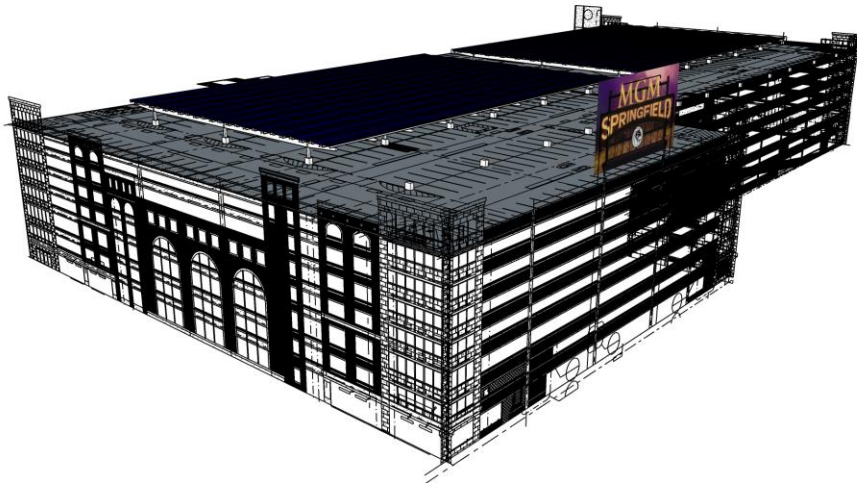
Future Development Update

- Residential Development Update
- Dave's Furniture lot Development
- Armory Plans
- MGM Springfield F&B Coming Soon



Solar Panel Canopy

Solar Panels will provide 6% to 9% of the property's use.



Timeline	
Permit Submission	5/27
Building Permit	6/21
Mobilization	6/24
Start Install	6/25
Install Complete	9/30
Commissioning	10/1
Completion	10/31

Leadership in Energy and Environmental Design (LEED™)

MGM Springfield has received the world's first US Green Building Council's Leadership in Energy and Environmental Design (LEED™) New Construction Platinum level certification for a gaming resort.



The sustainable design and development elements that helped MGMS receive the LEED New Construction Platinum certification include:

- The property's new solar array, which will supply renewable electricity to the facility.
- A rainwater harvesting system and underground cistern to capture, store and treat rainwater onsite, allowing 100% of water for landscaping to come from this source.
- Diverted more than 95% of construction and demolition waste by weight, from landfills during construction.

THANK YOU

