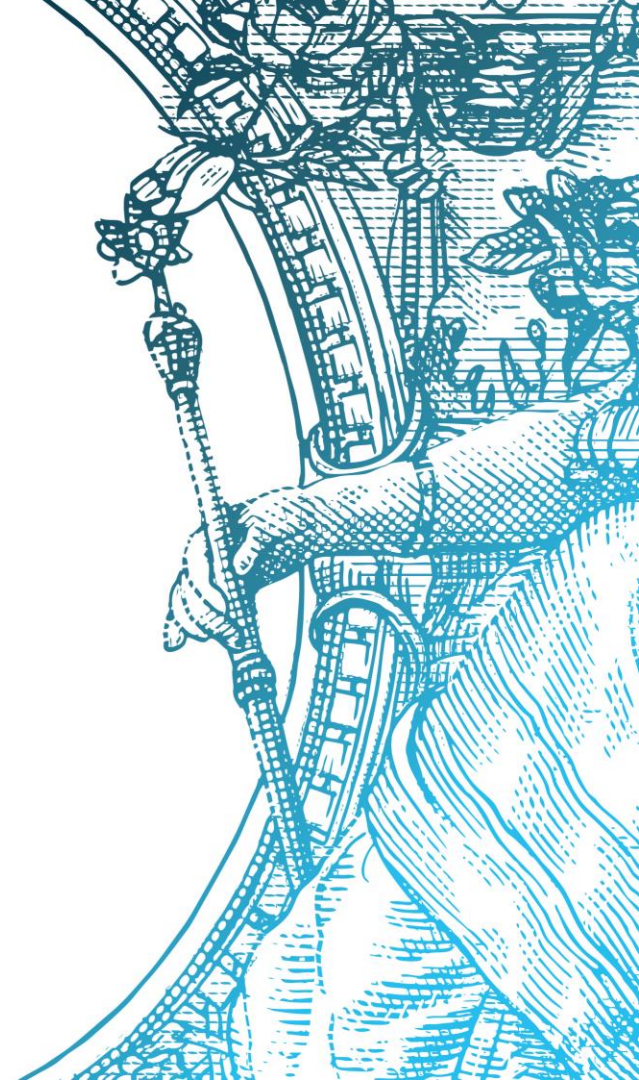


# Q2 2019 Report

Massachusetts Gaming Commission

September 26, 2019



FIRST ANNIVERSARY  
AUGUST 24, 2019



# First Anniversary



# First Anniversary



# First Anniversary



**MGM Springfield's Summer Concert Series**

May 11 DOKKEN & LAST IN LINE • June 1 COLLECTIVE SOUL & GIN BLOSSOMS  
 June 8 HANSON • June 21 MATT + KIM • June 29 VILLAGE PEOPLE  
 July 5 THE FAB FOUR: THE ULTIMATE TRIBUTE • July 20 MISTERWIVES  
 July 27 WARRANT & FIREHOUSE • Aug. 16 BILLY CURRINGTON • Aug. 23 LOCASH  
 Sept. 13 CRASH TEST DUMMIES, SPIN DOCTORS & THE VERVE PIPE

Plus these free shows! TRAILER TRASH • FAT • KUNG FU • SOUL SOUND REVUE • GARY HOEY • SHOKAZOBA • USUALLY NORMAL  
 LIVIO GRAVINI & THE FREE SPIRIT SOCIETY / THE KINGS • BLUE EYED BLACKBIRD • NICK FRADAMI • BOSHD • MATT MARATEA  
 THE ALCHEMYSTICS / DORREN PIERRE • MICHELLE BROOKS THOMPSON • JOON • JASON INGRESSELLI • CONSIDER THE SOURCE  
 SAVAGE BROTHERS • NINE DAYS • DUPPY CONQUERORS • THE GLEN CAMPBELL & FRIENDS GOODTIME SHOW • SUGARHILL GANG

THANKS TO OUR 2019 MGM LIVE SPONSORS

Smart Start @ STCC Remy Cointreau



MGM Springfield.com  
for tickets and more information




Ice Rink



# First Anniversary



Cal Mare Brunch



Casino Bar

the **PLAZA** bar



\$26,000 Indian Side Car cocktail



Food Truck Fridays

# First Anniversary



Red Sox partnership



Stadium gaming



Line run bus service



# First Anniversary

## ONE-derful Celebration: Saturday, August 24





# First Anniversary



# First Anniversary



# REVENUE, TAXES, LOTTERY & COMPLIANCE



# Q2 2019 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
April	\$21,818,086	\$5,454,522
May	\$22,285,566	\$5,571,391
June	\$19,954,469	\$4,988,617
<b>TOTAL</b>	<b>\$64,058,121</b>	<b>\$16,014,530</b>

# Lottery



Month	Lottery Sales at MGM Springfield
April	\$100,280
May	\$91,759
June	\$170,942



# Jackpots



Hong Mu drove away with a brand-new Cadillac XT4.



Guest walked away with \$2,500 in Promotional Chips.



Grand prize winner of Cold Hard Cash drawing walked away with \$20,000.



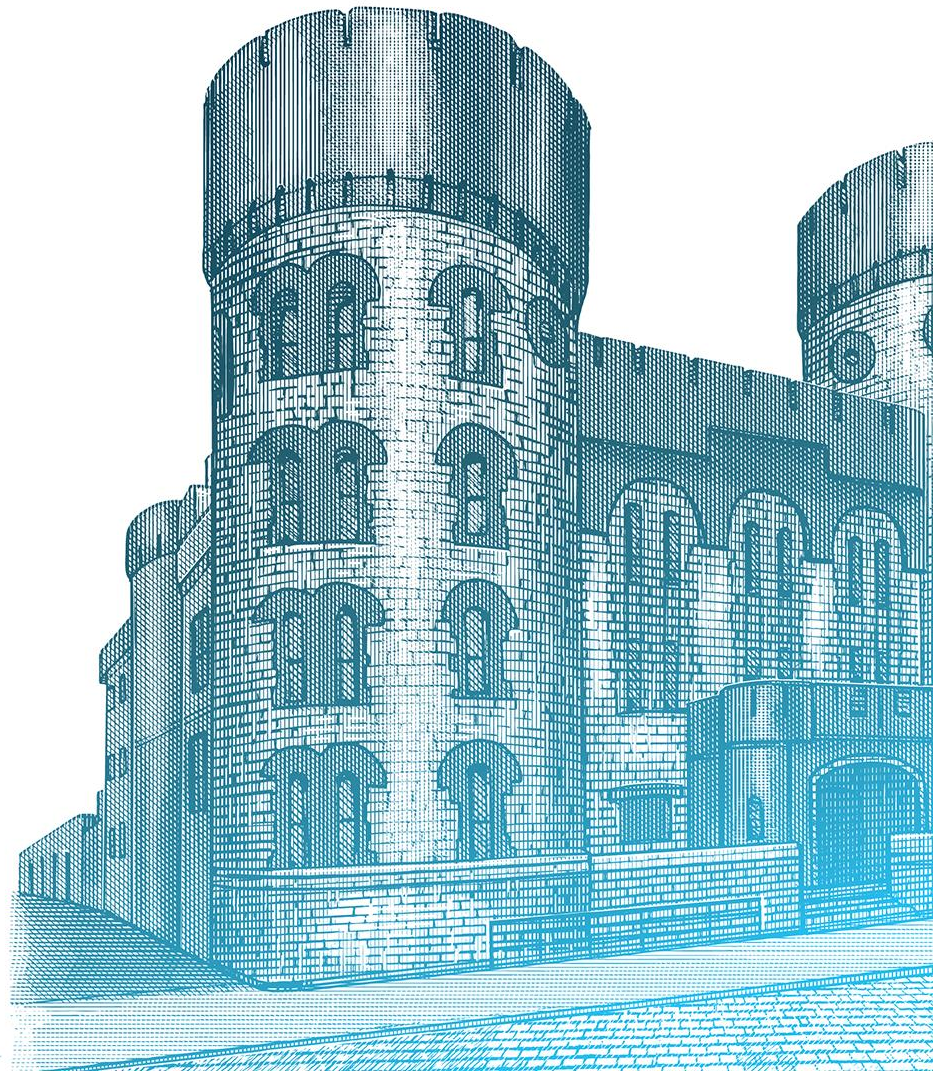
"Winners Celebration" Grand Prize Winner received \$10,000 in FREEPLAY to enjoy.

# Compliance



Month	Minors intercepted in Gaming Area and prevented from Gaming (% of visitation)	Minors intercepted gaming (% of visitation)	Minors intercepted consuming alcohol (% of visitation)
April	113(0.025%)	10(0.002%)	1(0.0002%)
May	158(0.032%)	11(0.002%)	2(0.0004%)
June	179 (0.039%)	14(0.003%)	3(0.0007%)

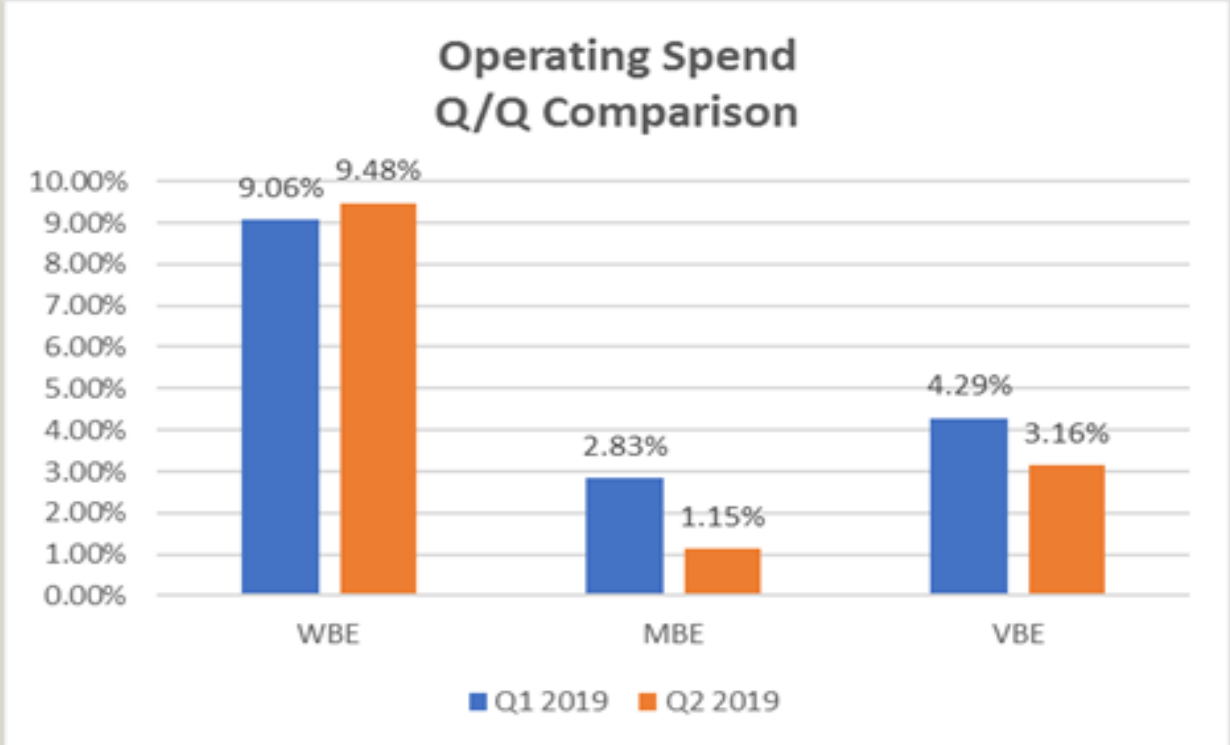
# SPEND UPDATE





# Q2 2019 Operating Spend

Diversity Spend



- Notes:
- Total Biddable Spend for Q2 2019 was \$9.3M
  - Diversity categories defined as;
    - WBE – Women-Owned Business Enterprise
    - MBE – Minority-Owned Business Enterprise
    - VBE – Veteran-Owned Business Enterprise
  - Diversity spend goals defined as;
    - WBE – 15% of Biddable Spend
    - MBE – 10% of Biddable Spend
    - VBE – 2% of Biddable Spend

**\$9.3M** identified as Biddable Spend  
**\$1.3M** in payments to Diversity Suppliers (13.8%)

# MBE Spotlight

---



C&D ELECTRONICS INC.

# MBE Spotlight

## Company Overview

- Incorporated in 1984
- Corporate office: Holyoke, MA
  - Additional Sales Support:
    - Long Island, NY
    - Minneapolis, MN
    - Myrtle Beach, SC
    - Phoenix, AZ
- 150k square foot distribution facility
- Certified Small Business MBE/WBE
- Certified HubZone supplier, certification #48913
- ISO 9001:2008 & AS9120 Certified
- ITAR Registered
- Non-Gaming Vendor Certification
- Cage Code ORF16



# MBE Spotlight

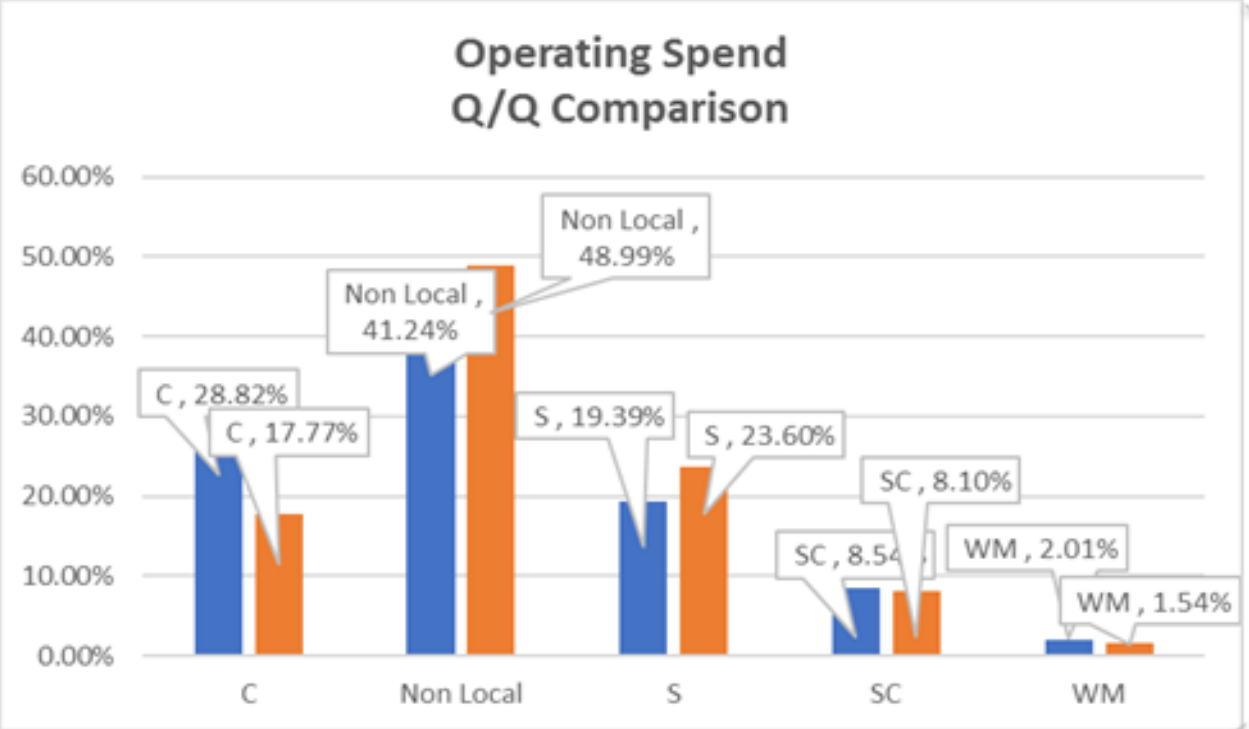


*2019 GNEMSDC Annual Expo hosted by MGM Springfield*

- Began providing MGM Springfield MRO products in June 2018.
- Services MGM's national Grainger contract
- Services MGM's national FilterWorks contract
- Recently expanded to support MGM National Harbor
- Currently working with additional MGM properties
- Nominated by MGM for GNEMSDC Supplier of the Year Award

# Q2 2019 Operating Spend

Local Spend



Notes:  
 - Total Spend for Q2 2019 was \$14.7M  
 - Spend segments defined as;  
 Commonwealth (C)  
 Non-Local  
 Springfield (S)  
 Surrounding Communities (SC)  
 Western Massachusetts (WM)

**\$7.5M** in payments to Mass. Suppliers (51.0%)  
**\$4.9M** in payments to Western Mass. Suppliers (33.2%)



# Vendor Outreach

Date	Event	Location
4/11/2019	J. Polep Food Show	West Springfield, MA
4/24/2019	GNEMSDC Annual Meeting	Webinar
4/30/2019	PFG Food Show	West Springfield, MA
5/21/2019	Holyoke Chamber Meeting	Holyoke, MA
6/5/2019	GNEMSDC Matchmaking Event	Boston, MA



J. Polep Food Show



# EMPLOYMENT

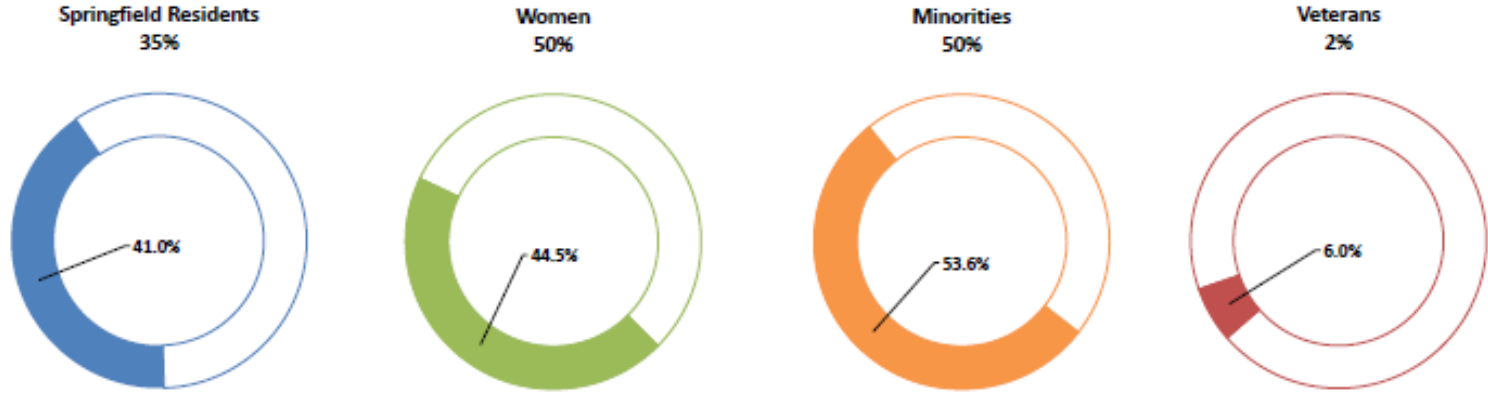


MGM Springfield  
Employees Make The  
**S.H.O.W.**





# Progress on Hiring Goals



\*Represents 2,054 active employees as of 06/30/2019 (Does not include Campus, Tenants, Vendors)

# Employment Numbers

	Employees	Full-Time	Part-Time
Totals	2,054	1,563	491
% of Total	100%	76.1%	23.9%

2019	Goals	Q1 %	Q1 #	Q2 %	Q2 #
MINORITY	50%	54.6%	1,258	53.6%	1,100
VETERAN	2%	6.1%	141	6.0%	124
WOMEN	50%	44.3%	1,021	44.5%	914
SPRINGFIELD	35%	39.3%	906	40.9%	841
WESTERN MA RESIDENTS		73.3%	1,687	76.1%	1,564
MA RESIDENTS		75.3%	1,734	77.8%	1,599
TOTAL # OF MGM EMPLOYEES			2,303		2,054
TOTAL # OF EMPLOYEES OF VENDORS			81		80
TOTAL # OF EMPLOYEES @GAMING ESTABLISHMENT			2,384		2,134
ADDITIONAL EMPLOYMENT (describe)					

# 2019 Q2 Recruitment Efforts

- *Student Tours:* UMASS Amherst, Manchester CC, LaSalle University, HCC Culinary
- *Mock Interviews:* Dress for Success, TRAIN Culinary Program (HCC)
- Career Fairs/Workshops:
  - MassHire Holyoke Hot Jobs
  - Urban League of Greater Hartford
  - Western New England University
  - East Springfield Neighborhood Council Fair
  - ROCA



# Employee Stories

# The Republican.



MONDAY, AUGUST 26, 2019

MASS LIVE

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## SPRINGFIELD 'Eye-opening' experience

MGM Springfield employees see casino as oasis of opportunity

By **PETER GOONAN**  
pgoonan@repub.com

For employees like Carlos Mateo and Sarah Jones, working at MGM Springfield has been a life-changing and "eye-opening" experience. The two are among an estimated 2,500 employees now working at the MGM Springfield campus as the casino celebrates its one-year anniversary.

Mateo, who has lived most of his life in Springfield, said it has been tough finding jobs over the years. "Once MGM got here, I really, really wanted to see what MGM was all about," Mateo said. "I've never limited myself. If opportunity knocks, I'm answering the door."

Mateo began as assistant executive to stewarding in the food and beverage department and was promoted eight months later to director of stewardship. The job involves overseeing dishwashing, polishing and other

SEE **EMPLOYEES**, PAGE A2



Pastry chef Sarah Jones at work at MGM Springfield.  
(HOANG LEON NGUYEN / THE REPUBLICAN)

cleaning tasks. Now, he is happy to build his career, save money — and someday help put his 12-year-old daughter through college, Mateo said.

Other employees at the casino, which opened Aug. 24, 2018, tell similar stories. Jones moved to Springfield after living and working in Louisiana and Mississippi, including a job as a line cook at MGM's Beau Rivage Resort and Casino in Biloxi, Mississippi. She was drawn to Springfield in part by the lure of the region's mountains and scenery. Her passion for cooking and pastry comes from watching family members, such as during the holidays, she said. At MGM Springfield, she was promoted in late November to pastry chef. "It's been eye-opening — moving up from being a line

## Employees

CONTINUED FROM PAGE A1

Updated figures will be made public in September when shared with the Gaming Commission, Mathis said.

Luis Rivera, who was born in Atlantic City and whose family has a history of working in the casino industry, began working at MGM as a security officer, and has since been promoted to hotel operations manager.

He had been working for security at Tower Square in Springfield, and saw the MGM company as a great opportunity. "I always knew that a company with a name like that in a small community would make a big impact," Rivera said. "That's the type of impact I

wanted to be a part of. I didn't want to be left out."



Luis Rivera at the MGM hotel's front desk. (HOANG LEON NGUYEN / THE REPUBLICAN)

cook to being a baker to being head baker to being pastry chef," Jones said. MGM Springfield has approximately 2,500 employees working on the casino campus, including 2,200 directly employed by MGM. The balance work for other casino tenants such as Regal Cinemas, Kringle Candle and Hannouah Jewelers, MGM Springfield President Michael Mathis said. The casino build-



Carlos Mateo is director of stewardship at MGM Springfield. (HOANG LEON NGUYEN / THE REPUBLICAN)

ing project also created about 2,000 construction jobs. The number is significantly below the 3,000 employees the company pledged to use its "best efforts to employ" in its Host Community Agreement with the city.

Of the MGM-hired employees, about 80 percent are full-time — 44.0 fewer than the number cited in the Host

Community Agreement between MGM and the city for hiring of Springfield residents, minorities, women and veterans, Mathis said.

"The employees at MGM Springfield reflect our company's commitment to diversity and inclusion, as well as the rich cultural diversity of Springfield and New England," Mathis said.

According to statistics MGM Springfield shared with the Massachusetts Gaming Commission in May — the most recent available — 54.6% of employees are minorities, compared to the goal of 50%, and 6.1% are veterans, compared to the goal of 2%.

The hiring of women was at 44.3 percent, as compared to the goal of 50 percent, and the company will continue to strive to increase those num-

bers, Mathis said. "Because I was there to help that guy, it made me a better person inside and out," Rivera said. "It still stays with me."

He came to Springfield in 2005, worked in security and warehouse jobs, and started work at MGM in May of 2018, watching the casino "just come together."

"Once MGM got here, I really, really wanted to see what MGM was all about. I've never limited myself. If opportunity knocks, I'm answering the door."

Carlos Mateo, director of stewardship

"I love my job, it's very rewarding, not only helping the staff but ensuring the guests have a great time and enjoy their meals and their overall stay on the property," Olivio said.

She is originally from Florida but has lived in the area for nine years. It was a risk moving from human resources to food and beverages, but it's a move she is glad she made.

"MGM has allowed me to grow and enhance my career in ways I wouldn't think possible prior to the property opening," Olivio said. "Honestly, it was not a field I saw myself in, but it's been quite a ride."

Azaria Martinez, of Springfield, has risen in the ranks in security, and is currently assistant shift manager in security. She was originally from Puerto Rico, coming to Springfield in 2012, "waiting for an opportunity, and this is it."

She had served in the U.S. Army for eight years as a reservist, while also working as a certified nursing assistant. The interview process at MGM was "amazing, everyone so excited and welcoming," Martinez said.

"Everyone was so loved," she said. "For me, it's not just a job here. I have a family."

She also referred to the experience at MGM Springfield as "eye opening," with so many opportunities available in many fields, and for promotion.



Cindy Olivio is assistant manager at MGM Springfield's South End Market. (HOANG LEON NGUYEN / THE REPUBLICAN)

THE REPUBLICAN | MASSLIVE.COM

"I always knew that a company with a name like that in a small community would make a big impact. That's the type of impact I wanted to be a part of. I didn't want to be left out."

Luis Rivera, hotel operations manager

"MGM has allowed me to grow and enhance my career in ways I wouldn't think possible prior to the property opening. Honestly, it was not a field I saw myself in, but it's been quite a ride."

Cindy Olivio, assistant manager, South End Market

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# Employee Stories



## AMANDA ANTAYA

K9 SECURITY OFFICER

While "must love dogs" might not have been a formal qualification listed on Amanda Antaya's job description, the trait helped her land a job at MGM Springfield.

*"You could say I was 'scouted out' for this role," she shared. "I was contacted by an employee who knew I was great with dogs, people and 'ruff' around the edges. He thought I'd be a perfect fit for the position and I couldn't pass up the challenge."*

Of the four handlers on the K9 Explosive Detection unit, Amanda is the only female - so is her trusty partner, Esmeralda Mae Casino (best known as "Essie"). The true definition of "girl power", this dynamo patrol pair is not afraid of a little hard work.

*"Our dogs are continuously trained to detect and alert us of explosive odors," she said. "We patrol and secure all of the properties MGM Springfield owns or runs. I am lucky to have the best partner by my side to get it done with."*

Anyone who witnesses the bond between Amanda and Essie can speak to its strength, and there's another special lady she credits for bringing them together.

*"Over three years ago I met a dog named Maggie," she recalled. "She became my very first dog sitting client and stole my heart. She inspired me to spread the love to other dogs and put me on the path to a career I love."*

For many, the end of a shift signifies a time to unwind and disconnect. A concept Amanda admittedly finds difficult.

*"As a handler, I'm responsible for everything from the training and well-being to the daily care and grooming of not just Essie, but all four dogs," she said. "It's a 24/7 job. I never stop thinking about them."*

Even then, turning it off isn't the biggest challenge she faces in her role.

*"Believe it or not, the uniforms are a big obstacle when you work in a predominantly male industry," she said. "The companies who make them definitely aren't focused on 'ladylike' figures. I can't tell you how hard it was to find pants and boots for woman - especially one with size seven feet."*

That aside, Amanda's work ethic, experience and passion make her confident in her ability to do anything her male teammates can. Except lift something "wicked heavy" she joked.

*"It's a dog-eat-dog world out there, but I've learned I have all the attributes to get the job done," she shared. "Knowing if you want it, you can get it has gotten me where I am today. When I've thought of giving up, or feel challenged, I remind myself to take a deep breath and regroup because all the answers I need are within myself."*

It's a surprise to many that Amanda has no dogs of her own. In fact, she has cats! Nevertheless, she aspires to provide Essie, and the other canines she works with, with the same unconditional love.

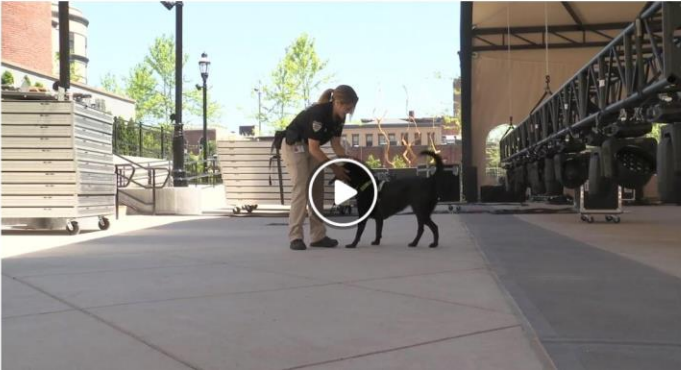
*"I couldn't imagine going through life without a voice," she said. "We become all they know and, in return, are recipients of loyalty, compassion, smarts and love unlike any other. If I can give back, even a fraction, by giving them a good life through this career then I feel successful."*



## MGM Springfield looking for women to fill unconventional roles

Morgyn Joubert, Beth Ward

Posted Jun 26, 2019 | 0



# Employee Stories



## 'I've never met another woman locksmith': Women fill unconventional roles at MGM Springfield

Updated Jul 22, 2019; Posted Jul 22, 2019



Janee Mays is a locksmith at MGM Springfield. (Don Treeger / The Republican)



# JANEE MAYS

LOCKSMITH

There is only one Locksmith at MGM Springfield, and she is a bona fide superwoman. No pun intended, the day MGM Springfield opened its doors was the most transformative moment of her career - but her journey with the Company did not start there.

*"I am originally from Idaho," she shared. "Moving to Las Vegas was a complete 180, but I looked forward to the energy and opportunity. Safe to say it worked out, as I have been with the Company for 23 years."*

If maintaining all locks throughout the casino, hotel and offices was not enough, Janee also oversees key control, making and issuing hard keys, installing new locks and rekeying property locks. While her expertise makes her a go-to for many, she finds she is still solidifying her position as the immediate first choice for all.

*"One difficulty I'm still trying to overcome is not being considered the point person on property," she said. "Most people ask my male colleagues for assistance before turning to me even though I have more experience and training."*

Something Janee has come to recognize over the years is her ability to accomplish anything asked of her.

*"I am thorough, emphatic about follow through and pride myself on consistently completing the task at hand to the best of my ability," she said. "That said, I enjoy getting to learn something new every day. In my opinion, you can never run out of new knowledge."*

Crediting her former leader at MGM Grand for always allowing her the opportunity to grow, she hopes to inspire aspiring young women in the same manner.

*"Experience, enjoy and learn as much as you can in life," she advised. "And, never forget, it's important to have fun in whatever path you take."*



## The Republican.

### Business Monday

D | The Republican | MONDAY, JULY 22, 2019

## Power of women

Women make up 44.3% of workforce at MGM Springfield, Page D8



D8 | MONDAY, JULY 22, 2019

BUSINESS MONDAY

THE REPUBLICAN | MASSIVEVIEW.COM



Ashley Nash is an inventory control supervisor at MGM Springfield. She started at an MGM casino in Mississippi as a summer employee, working in the arcade eight years ago. She came north with her husband, also an MGM employee, to work in the downtown casino.

## No such thing as 'women's work'

Women make up 44.3% of workforce at MGM Springfield

BY ELIZABETH ROMAN

roman@repub.com

challenge," says Mays, one of many women at MGM Springfield working in casino industry jobs that have typically been held by men. Mays started as an administrative assistant for the director of security at a casino in Las Vegas more than 20 years ago. "The locksmith at that casino quit and my supervisor asked me if I wanted to do it, and I said absolutely," she explains. Many responsibilities include installing locks, programming all the employee IDs for access into the building and more. She also had the duty of taking care of the entire property before it opened, to make sure the locks were from those that offered access to the construction team. "I take care of the whole door — from the door closer, to the panic hardware, to the



Jane Mays began working in the casino industry as an administrative assistant at a casino in Las Vegas. She is now a locksmith at MGM Springfield.

"I love what I do. I like working with my hands and doing something different every day, and with this job there is always a new challenge."

Jane Mays

half of all available jobs. Currently 44.3% of MGM Springfield's employees are women.

"We are proud of the thousands of jobs we have created in the community and the economic stimulus we are producing," says Jason Randall, the casino's director of human resources. "I've never met another woman locksmith, but it's a

great job. When I started I didn't know anything about it so I went to local lock shops and asked all the guys questions and they were tremendous. They helped me out a lot," Mays says.

In from the casino opened, MGM Springfield had a goal of hiring women for at least

the other three dogs on the property. "We make sure they are fed and groomed, that their kennels are clean and they have everything they need," she explains. "Men or women can do the job as long as you are willing to work in Springfield and New England."

According to a 2017 survey conducted by the Pew Research Center and information from the U.S. Department of Labor, the occupations with the highest concentrations of women are in the fields of health care, teaching or caregiving. Among preschool or kindergarten teachers, 98% are women. The majority of child care workers (96%) and registered nurses (90%) are women.

The jobs with the highest concentrations of men tend to involve traditionally blue-collar fields such as heavy equipment operation and repair or construction, as well as computer and engineering occupations. For example, roughly 99% of automotive service technicians and mechanics are men, as are 98% of carpenters. About nine-in-ten mechanical engineers and roughly eight-in-ten computer programmers are male, the survey found.

Among jobs in one of the four K-9 security officers at the Springfield, O.P. (O.P. dog group), she's the only woman. "I've had my last day with Esie, a 2-year-old black American Labrador retriever. "One job is to patrol and secure the entire property with their dogs," she says.

Unlike police K-9s, Esie does not go home with Antaya. She stays on the property with the other three dogs. "Even with everything we have to do and how busy it can be, the hardest part of my day is always leaving her," Antaya says. "I worry about her life as she was my own kid."

Even though she misses her, she knows Esie lives comfortably. "Generally she is pretty spoiled. She goes on field trips and gets along great with the other dogs," she says.

Ashley Nash is an inventory control supervisor who oversees MGM's warehouse stock. She supervises two inventory clerks and works with the supervisor of the warehouse staff to make sure every item at MGM can do the job as long as you are willing to work in Springfield and New England.

## Women

CONTINUED FROM PAGE D8

THE REPUBLICAN | MASSIVEVIEW.COM

After kennel maintenance, Antaya and Esie spend time training on and off the property. For the rest of the day, they patrol the grounds. "We have our radios on at all

times and if there is a suspicious package or unattended bag we take care of it," she says. Antaya says guests love the dogs. "The dogs make people feel safe. They are very friendly dogs. I'm sure having them around brightens a lot of people's days; it does with me," she says. "Unlike police K-9s, Esie does not go home with Antaya. She stays on the property with the other three dogs. "Even with everything we have to do and how busy it can be, the hardest part of my day is always leaving her," Antaya says. "I worry about her life as she was my own kid."



Brittany Boone is head banquet chef at MGM Springfield. While thankful for the opportunities she has received at MGM, the industry is still male dominated, according to Boone, and in most places she worked, she's been the only woman.

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Ashley Nash is an inventory control supervisor who oversees MGM's warehouse stock. She supervises two inventory clerks and works with the supervisor of the warehouse staff to make sure every item at MGM can do the job as long as you are willing to work in Springfield and New England.

"Back home we were six restaurants, some casual and upscale dining spots, and a bakery making breads for more importantly for our family," Nash says. Although the warehouse has mostly male employees, Nash says she works well with everyone and finds the job challenging — but fun, too. "I have an office, but I sit at the desk in the warehouse so people can come and ask me questions," she said. "It's very hands-on."

"I never thought that I would have the opportunities that I have had with MGM and this is the first time I can say I really like what I do and who I work for."



Kimberly Blakuder, one of the few female front-of-house employees at MGM Springfield, says she's thankful for the opportunities she has received at MGM, the industry is still male dominated, and in most places she worked, she's been the only woman.

She credits her former boss Kimberly Blakuder, one of the few female front-of-house employees at MGM resort, with preparing her for the new responsibilities. "She took me under her wing and taught me everything she knew," Nash says. Nash works with employees like Brittany Boone, who is the head banquet chef at MGM Springfield.

A graduate of Massachusetts Community College in Concord, with a degree in food service management and culinary arts, Boone learned to cook from her grandmother. "I used to cook with her when I was a kid and then I took some courses in high school, but it wasn't until I went to college and started working in the industry that I developed a passion for it," she says.

"It didn't bother me because I have a laid-back personality and I get along with everyone, but you could tell there was something," she said. At one restaurant, Boone needed to learn specific skills and fulfill certain requirements — even as men who were earning promotions. "I never thought I would have the opportunities that I have had with MGM, and this is the first time I can say I really like what I do and who I work for," she says.

"We do all the cooking for all of the functions that we have in the casino from breakfast, to the evening events, and any special events," Boone explains. Boone said while she is thankful for the opportunities she has received at MGM, the industry is still male dominated. "She took me under her wing and taught me everything she knew," Nash says. Nash works with employees like Brittany Boone, who is the head banquet chef at MGM Springfield.



# Opportunities: MGMSpringfield.com

## Spa Attendant (MGM Springfield)

MGM Springfield | 141829 | Posted 2 Days Ago

## Tap Sports Bar Buspersion - Full Time (MGM Springfield)

MGM Springfield | 127890 | Posted 2 Days Ago

## Spa Attendant - Part-time (MGM Springfield)

MGM Springfield | 138627 | Posted 2 Days Ago

## Steakhouse Sommelier (MGM Springfield)

MGM Springfield | 141521 | Posted 3 Days Ago

## Security Officer - Full time/Part time (MGM Springfield)

MGM Springfield | 129796 | Posted 3 Days Ago

## Manicurist (MGM Springfield)

MGM Springfield | 138641 | Posted 4 Days Ago

## Manicurist - Part-time (MGM Springfield)

MGM Springfield | 93795 | Posted 4 Days Ago

## Steakhouse Apprentice Bartender - Part time (MGM Springfield)

MGM Springfield | 89666 | Posted 6 Days Ago

## Steakhouse Bus/Runner

MGM Springfield | 125755 | Posted 6 Days Ago

## Utility Porter/Cleaner (MGM Springfield)

129125 | Posted 30+ Days Ago

## Banquet Cook (MGM Springfield)

MGM Springfield | 110280 | Posted 30+ Days Ago

## Steakhouse Pantry Worker (MGM Springfield)

MGM Springfield | 110978 | Posted 30+ Days Ago

## Steakhouse Server (MGM Springfield)

MGM Springfield | 93839 | Posted 6 Days Ago

## Surveillance Technician (MGM Springfield)

MGM Springfield | 141250 | Posted 9 Days Ago

## Italian Restaurant Cook (MGM Springfield)

MGM Springfield | 110289 | Posted 9 Days Ago

## Steakhouse Cook (MGM Springfield)

MGM Springfield | 110287 | Posted 9 Days Ago

## Garde Manger Cook (MGM Springfield)

MGM Springfield | 140029 | Posted 9 Days Ago

## Cal Mare Fountain Worker - Part Time (MGM Springfield)

MGM Springfield | 140498 | Posted 12 Days Ago

## VIP Services Representative (MGM Springfield)

MGM Springfield | 140583 | Posted 12 Days Ago

## Guest Services Representative (MGM Springfield)

MGM Springfield | 140833 | Posted 12 Days Ago

## Employee Dining Room Bus Person (MGM Springfield)

MGM Springfield | 140789 | Posted 12 Days Ago

## Table Games Dealer - Part Time (MGM Springfield)

MGM Springfield | 134836 | Posted 12 Days Ago

## Table Games Dealer - Full Time (MGM Springfield)

MGM Springfield | 134835 | Posted 12 Days Ago

## Entertainment Manager - (MGM Springfield)

MGM Springfield | 135692 | Posted 17 Days Ago

## Baker (MGM Springfield)

MGM Springfield | 139459 | Posted 18 Days Ago

## Banquet Server - On Call (MGM Springfield)

MGM Springfield | 138854 | Posted 19 Days Ago

## Italian Restaurant Bus Person (MGM Springfield)

MGM Springfield | 129994 | Posted 19 Days Ago

## Model Bus/Runner Commonwealth Lounge - Part-Time (MGM Springfield)

MGM Springfield | 120083 | Posted 19 Days Ago

## Nightlife Apprentice Model Bartender - Part Time (MGM Springfield)

MGM Springfield | 139104 | Posted 19 Days Ago

## Nightlife Model Bartender - Part Time (MGM Springfield)

MGM Springfield | 139096 | Posted 30+ Days Ago

## Special Events Representative - On-Call (MGM Springfield)

MGM Springfield | 122918 | Posted 30+ Days Ago

## Count Team (MGM Springfield)

MGM Springfield | 91363 | Posted 30+ Days Ago

## South End Market Cook - Part Time (MGM Springfield)

MGM Springfield | 125968 | Posted 30+ Days Ago

## Claims Representative Risk Management (MGM Springfield)

MGM Springfield | 136628 | Posted 30+ Days Ago

## Esthetician - Part Time (MGM Springfield)

MGM Springfield | 138639 | Posted 30+ Days Ago

## Massage Therapist (MGM Springfield)

MGM Springfield | 132593 | Posted 30+ Days Ago

## Massage Therapist - Part-time (MGM Springfield)

MGM Springfield | 138634 | Posted 30+ Days Ago

## Italian Restaurant Executive Sous Chef (MGM Springfield)

MGM Springfield | 132440 | Posted 30+ Days Ago

## Italian Restaurant Host Person (MGM Springfield)

MGM Springfield | 101078 | Posted 30+ Days Ago

## Tap Sports Bar Cook (MGM Springfield)

MGM Springfield | 110284 | Posted 30+ Days Ago

## Fountain Workers (MGM Springfield)

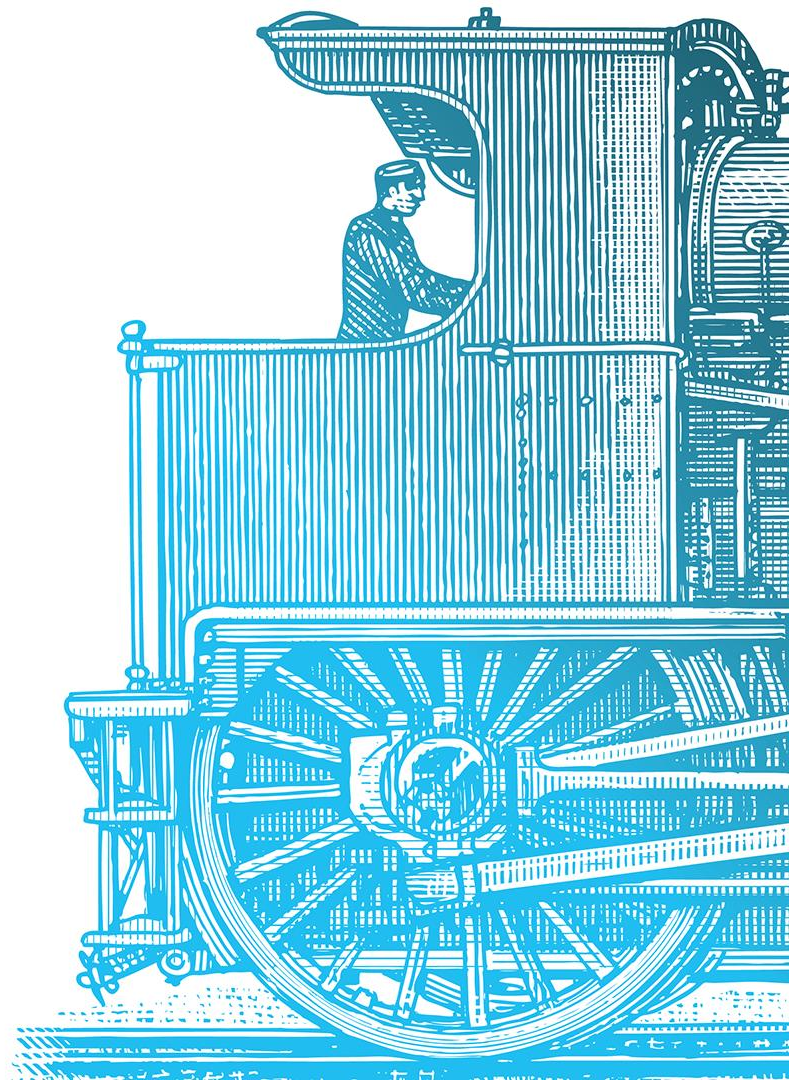
MGM Springfield | 137828 | Posted 30+ Days Ago

## Walk-up Casino Bar, Bartender - Part time (MGM Springfield)

MGM Springfield | 135787 | Posted 30+ Days Ago



# MARKETING, EVENTS & ENTERTAINMENT



# Marketing Calendar Highlights

## April Promotions

**THE DOWNTOWN ROAR**  
April 2019

**MGM'S GREAT OUTDOOR GIVEAWAY**

**\$250,000 IN PRIZES**

**WIN BIG IN APRIL & MAY!**

- 1x INDYCAR RIG
- 2x INDIAN SCOUT MOTORCYCLES
- 1x ATV
- 1x ELECTRIC GOLF CART
- 1x HOT TUB
- 1x BOING LAWNMOWER

**BONUS ENTRIES** ENDING 5/31/19 AT 11:59 PM  
On Mondays, Tuesdays and Wednesdays, M life Rewards members will earn 5x drawing entries from 8:00 a.m. to 5:59 p.m. Thursday! Participants will earn one electronic entry for every one slot point or table play Tier Credit.

**SWIPE & WIN** FRIDAYS-SATURDAYS, APRIL 5 TO MAY 25  
Visit any M life Rewards promotional kiosk for your complimentary daily swipe. Receive one additional swipe for every 100 slot points or 500 tier credits from table play daily. Maximum two swipes per day. Must swipe at any promotional kiosk located on the casino floor to participate. WIN FREELAP® or bonus drawing entries when you swipe each day!

**SATURDAY DRAWINGS** EVERY SATURDAY, APRIL 6 TO MAY 19, 2019  
Activate your entries from 8:00 p.m. to 9:59 p.m. by playing in any slot machine on your M life Rewards card or by swiping at any promotional kiosk. Be one of five hourly winners from 8:00 p.m. to 9:00 p.m., to win up to \$1,000 in FREELAP or Promo Chips! One of the five winners chosen at the 10:00 p.m. drawing will win their choice of a hot tub, golf cart, ATV or \$1,000 in FREELAP!

**GRAND FINALE DRAWINGS** Thursday, April 27 & Sunday, May 21  
At the big Grand Finale Drawings, you can activate your entries beginning at 8:00 p.m., just like the regular Saturday Drawing, but at 10:00 p.m., the final \$1,000 over-the-top. These five finalists will compete for prizes including a hot tub, golf cart, riding lawn mower, or the Grand Prize of a 2019 Indian Scout motorcycle. The Grand Prize of a 2019 Indian Scout motorcycle is on hand! The grand prize winner may also choose the alternate prize of \$10,000 in FREELAP or \$10,000 cash.

**MONDAYS IN APRIL - 12:00 a.m. to 11:59 p.m.**  
M life Rewards members can swipe at promotional kiosk on Mondays in April to activate a Tier Credit Multiplier and earn Bonus Tier Credits all day long!

Visit the M life Rewards desk for more details.

**WIN BIG IN APRIL & MAY!**

Enjoy the great outdoors... inside at MGM Springfield!

**BONUS ENTRIES** ENDING 5/31/19 AT 11:59 PM  
On Mondays, Tuesdays and Wednesdays, M life Rewards members will earn 5x drawing entries from 8:00 a.m. to 5:59 p.m. Thursday! Participants will earn one electronic entry for every one slot point or table play Tier Credit.

**SWIPE & WIN** FRIDAYS-SATURDAYS, APRIL 5 TO MAY 25  
Visit any M life Rewards promotional kiosk for your complimentary daily swipe. Receive one additional swipe for every 100 slot points or 500 tier credits from table play daily. Maximum two swipes per day. Must swipe at any promotional kiosk located on the casino floor to participate. WIN FREELAP® or bonus drawing entries when you swipe each day!

**SATURDAY DRAWINGS** EVERY SATURDAY, APRIL 6 TO MAY 19, 2019  
Activate your entries from 8:00 p.m. to 9:59 p.m. by playing in any slot machine on your M life Rewards card or by swiping at any promotional kiosk. Be one of five hourly winners from 8:00 p.m. to 9:00 p.m., to win up to \$1,000 in FREELAP or Promo Chips! One of the five winners chosen at the 10:00 p.m. drawing will win their choice of a hot tub, golf cart, ATV or \$1,000 in FREELAP!

**GRAND FINALE DRAWINGS** Thursday, April 27 & Sunday, May 21  
At the big Grand Finale Drawings, you can activate your entries beginning at 8:00 p.m., just like the regular Saturday Drawing, but at 10:00 p.m., the final \$1,000 over-the-top. These five finalists will compete for prizes including a hot tub, golf cart, riding lawn mower, or the Grand Prize of a 2019 Indian Scout motorcycle. The Grand Prize of a 2019 Indian Scout motorcycle is on hand! The grand prize winner may also choose the alternate prize of \$10,000 in FREELAP or \$10,000 cash.

Visit the M life Rewards desk for more details.

**WEDNESDAYS**

**TIER CREDIT MULTIPLIER**

- 5X Platinum & NOR
- 4X Gold
- 3X Fast
- 2X Sapphire

**MONDAYS IN APRIL - 12:00 a.m. to 11:59 p.m.**  
M life Rewards members can swipe at promotional kiosk on Mondays in April to activate a Tier Credit Multiplier and earn Bonus Tier Credits all day long!

Visit the M life Rewards desk for more details.

## May Promotions

**THE DOWNTOWN ROAR**  
May 2019

**MGM'S GREAT OUTDOOR GIVEAWAY**

**NOW THROUGH MAY 26**

**\$250,000 IN CASH & PRIZES**

**BONUS ENTRIES** ENDING 5/31/19 AT 11:59 PM  
ALL-REMAIN VISIBLE - M life - 1x ELECTRIC GOLF CART - 1x BOING LAWNMOWER

**SWIPE & WIN** FRIDAYS-SATURDAYS, APRIL 5 TO MAY 25  
Visit any M life Rewards promotional kiosk for your complimentary daily swipe. Receive one additional swipe for every 100 slot points or 500 tier credits from table play daily. Maximum two swipes per day. Must swipe at any promotional kiosk located on the casino floor to participate. WIN FREELAP® or bonus drawing entries when you swipe each day!

**SATURDAY DRAWINGS** EVERY SATURDAY, APRIL 6 TO MAY 19, 2019  
Activate your entries from 8:00 p.m. to 9:59 p.m. by playing in any slot machine on your M life Rewards card or by swiping at any promotional kiosk. Be one of five hourly winners from 8:00 p.m. to 9:00 p.m., to win up to \$1,000 in FREELAP or Promo Chips! One of the five winners chosen at the 10:00 p.m. drawing will win their choice of a hot tub, golf cart, ATV or \$1,000 in FREELAP!

**GRAND FINALE DRAWINGS** Thursday, April 27 & Sunday, May 21  
At the big Grand Finale Drawings, you can activate your entries beginning at 8:00 p.m., just like the regular Saturday Drawing, but at 10:00 p.m., the final \$1,000 over-the-top. These five finalists will compete for prizes including a hot tub, golf cart, riding lawn mower, or the Grand Prize of a 2019 Indian Scout motorcycle. The Grand Prize of a 2019 Indian Scout motorcycle is on hand! The grand prize winner may also choose the alternate prize of \$10,000 in FREELAP or \$10,000 cash.

Visit the M life Rewards desk for more details.

**\$10,000 SLOT TOURNAMENT**

**SATURDAY, MAY 25 - 2:00 to 8:00 p.m.**

M life Rewards members and up to 10000 friends can try their luck for the chance to win a share of our \$10,000 FREELAP prize pool!

Visit the M life Rewards desk for more details.

**WIN BIG IN MAY!**

Enjoy the great outdoors... inside at MGM Springfield!

**BONUS ENTRIES** MONDAYS-WEDNESDAYS, THROUGH MAY 22  
On Mondays, Tuesdays and Wednesdays, M life Rewards members will earn 5x drawing entries from 8:00 a.m. to 5:59 p.m. Thursday! Participants will earn one electronic entry for every one slot point or table play Tier Credit.

**SWIPE & WIN** FRIDAYS-SATURDAYS, THROUGH MAY 25  
Visit any M life Rewards promotional kiosk for your complimentary daily swipe. Receive one additional swipe for every 100 slot points or 500 tier credits from table play daily. Maximum two swipes per day. Must swipe at any promotional kiosk located on the casino floor to participate. WIN FREELAP® or bonus drawing entries when you swipe each day!

**SATURDAY DRAWINGS** May 4, 11, 18, 25  
Activate your entries from 8:00 a.m. to 9:59 p.m. by playing in any slot machine on your M life Rewards card or by swiping at any promotional kiosk. Be one of five hourly winners from 8:00 a.m. to 9:00 p.m., to win up to \$1,000 in FREELAP or Promo Chips! One of the five winners chosen at the 10:00 p.m. drawing will win their choice of a hot tub, golf cart, ATV or \$1,000 in FREELAP!

**GRAND FINALE DRAWINGS** Saturday, April 27 & Sunday, May 21  
At the big Grand Finale Drawings, you can activate your entries beginning at 8:00 p.m., just like the regular Saturday Drawing, but at 10:00 p.m., the final \$1,000 over-the-top. These five finalists will compete for prizes including a hot tub, golf cart, riding lawn mower, or the Grand Prize of a 2019 Indian Scout motorcycle. The Grand Prize of a 2019 Indian Scout motorcycle is on hand! The grand prize winner may also choose the alternate prize of \$10,000 in FREELAP or \$10,000 cash.

Visit the M life Rewards desk for more details.

## June Promotions

**THE DOWNTOWN ROAR**  
June 2019

**MGM MILLIONS**

**You could win \$1,000,000!**

**TIER CREDIT MULTIPLIER**

**SPIN & WIN**

**MYSTERYPOINT MULTIPLIER**

**WEDNESDAYS**

**WEDNESDAYS IN JUNE 10:00 a.m. to 4:00 p.m.**

Earn one electronic entry for every slot point or Tier Credit from table play. Then beginning at 10:00 a.m., an entry will be chosen every 20 minutes to Spin & Win our prize wheel for either \$50 or \$300 in FREELAP® or Promo Chips.

Visit the M life Rewards desk for more details.

**MGM MILLIONS**

**You could win \$1,000,000!**

**May 27 to July 27**

**EARNING PERIOD:** May 27 to July 27

M life Rewards members can swipe their card at any promotional kiosk and receive one complimentary set of ten numbers for that week's MGM Millions drawing. Earn 1,000 slot points or 2,000 Tier Credits from table play and receive a second entry. Maximum of ten entries allowed per promotional kiosk. Drawing periods run from 8:00 p.m. Saturday to 9:59 p.m. the following Saturday.

**SATURDAY DRAWINGS:** Every Saturday at 8:00 p.m., Participants must swipe at any promotional kiosk starting at 4:00 p.m. to include their numbers for the 8:00 p.m. drawing. Match was one number and win a prize.

Match 1 Number = \$5 in FREELAP®  
Match 2 Numbers = \$10 in FREELAP®  
Match 3 Numbers = \$100 in FREELAP®  
Match 4 Numbers = \$1,000 in FREELAP®  
Match 5 Numbers = \$10,000 in FREELAP®

**SECOND-CHANCE DRAWINGS:** Every Saturday at 10:00 p.m. If you didn't match any of your numbers in the 8:00 p.m. drawing, don't worry, just drop your tickets into the drawing drum at the Promotions Desk. You could be one of five people chosen to each win \$1,000 in FREELAP®!

Visit the M life Rewards desk for more details.

**WEDNESDAYS**

**SPIN & WIN**

**WEDNESDAYS IN JUNE 10:00 a.m. to 4:00 p.m.**

Earn one electronic entry for every slot point or Tier Credit from table play. Then beginning at 10:00 a.m., an entry will be chosen every 20 minutes to Spin & Win our prize wheel for either \$50 or \$300 in FREELAP® or Promo Chips.

Visit the M life Rewards desk for more details.

# Community Engagement



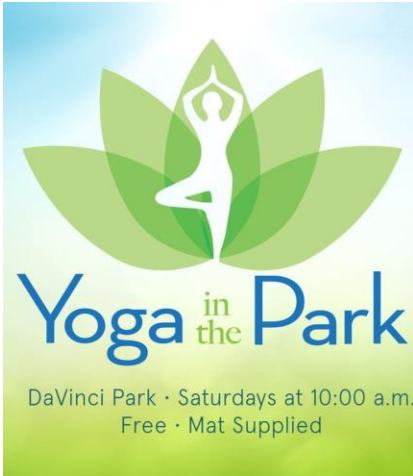
- Bowls for Kids Sake
- Springfield Dragon Boat Race
- Northampton Pride Festival



# Meetings & Groups



# Plaza & Armory Activations



# Entertainment & Nightlife



- Cher
- Murphy's Boxing
- Rob Gronkowski Birthday
- Terry Fator
- Air Supply

# Upcoming Entertainment Calendar – October 2019

Date	Event	Venue
10/4/2019	Thunder From Down Under	Aria Ballroom
10/6/2019	Patriots Parties on the Plaza	Armory Square
10/11 - 10/12/2019	ROAR! - Leonard Ouzts	Armory
10/12/2019	ROAR! - Roger Howarth, Michael Easton & Rebecca Budig	Armory
10/13/2019	Jason Bishop: Straight Up Magic	Armory
10/18/2019	Smokey Robinson	Symphony Hall
10/21/2019	Patriots Parties on the Plaza	Armory Square
10/24 - 10/26/2019	ROAR! - Corey Rodrigues	Armory
10/25/2019	Family Feud Live	Symphony Hall
10/25 - 11/26/2019	ROAR! - Corey Rodrigues	Armory
10/27/2019	ROAR! - Righteous & Ratchet	Armory
10/27/2019	Patriots Parties on the Plaza	Armory Square

# Upcoming Entertainment Calendar – November 2019

Date	Event	Location
11/3/2019	ROAR! - Joe Dombrowski	Armory
11/7 - 11/8/2019	ROAR! - Mark Normand	Armory
11/8/2019	Slayer & Primus	MMC
11/9/2019	Funny As Ish Tour: Mike Epps	MMC
11/9/2019	Michael Carbonaro Live	Symphony Hall
11/14 - 11/16/2019	ROAR! - Donnell Rawlings	Armory
11/21/2019	Brian Setzer Orchestra Christmas Rocks	Symphony Hall
TBD	MGM Tree Lighting Ceremony	Armory Square
TBD	MGM Ice Rink Grand Opening	Armory Square



# Upcoming Entertainment Calendar – December 2019

Date	Event	Location
12/5 - 12/7/2019	ROAR! - Ryan Niemiller	Armory
12/7/2019	Lewis Black	Aria Ballroom
12/19 - 12/21/2019	ROAR! - Matt Braunger	Armory
12/26 - 12/28/2019	ROAR! - Jared Freid	Armory
12/29 - 12/31/2019	ROAR! - Jamie Kennedy	Armory
12/14 - 12/16/2019	ROAR! - Donnell Rawlings	Armory
All Month	MGM Ice Rink	Plaza

# ECONOMIC IMPACT & FUTURE DEVELOPMENT



# Future Development Update

- Residential Development Update
- Wahlburgers
- Armory Plans
- VIP Lounge
- Sports Wagering



THANK YOU

