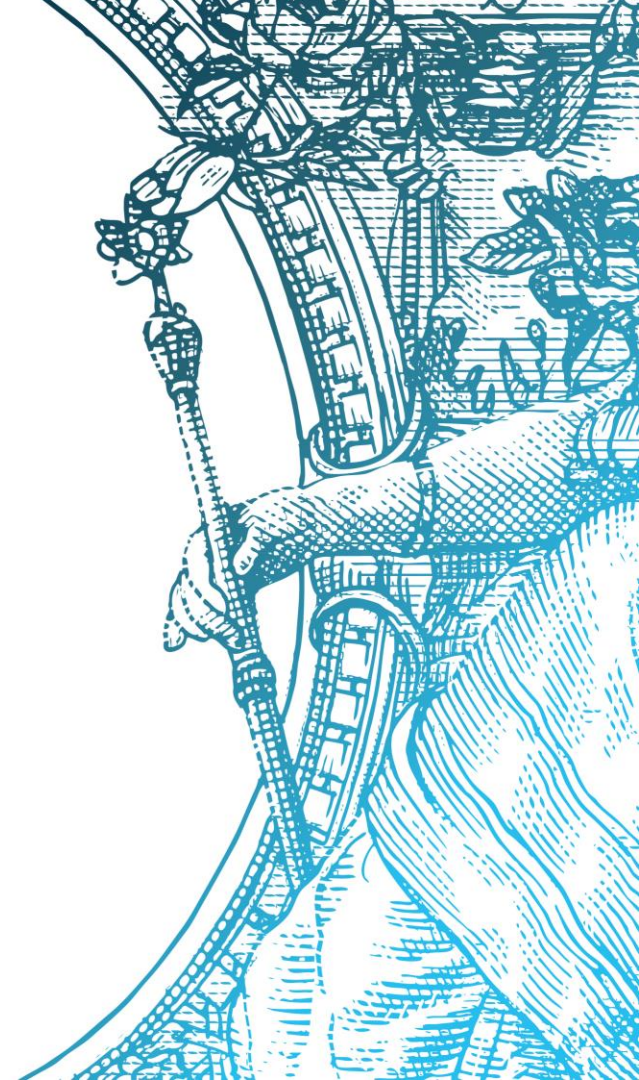


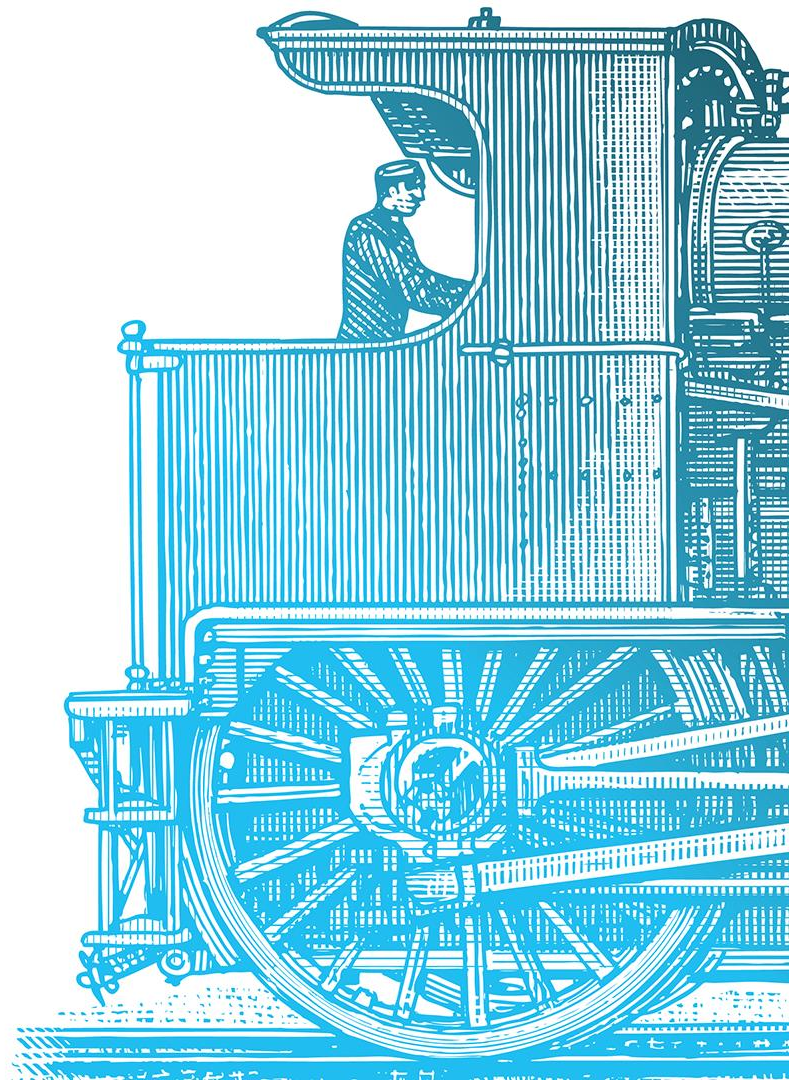
Q4 2019 Report

Massachusetts Gaming Commission

February 27, 2020



HIGHLIGHTS



Solar Canopy Reveal



- Developed in partnership with Distributed Solar Development (formerly GE Solar)
- Enable MGM Springfield's LEED Platinum Certification
- First for gaming industry
- Fully operational
- Generating more than 1,600 megawatt hours
- Reduces carbon footprint



New Traditions



REVENUE, TAXES, LOTTERY & COMPLIANCE



Q4 2019 Gaming Revenue & Taxes

Month	Gaming Revenue	MA Taxes
October	\$21,193,386	\$5,298,347
November	\$19,936,451	\$4,984,113
December	\$18,953,212	\$4,738,303
TOTAL	\$60,083,049	\$15,020,763

**\$63.2M total MA taxes paid in 2019*

Lottery



Month	Lottery Sales at MGM Springfield
October	\$94,458
November	\$151,462
December	\$144,230

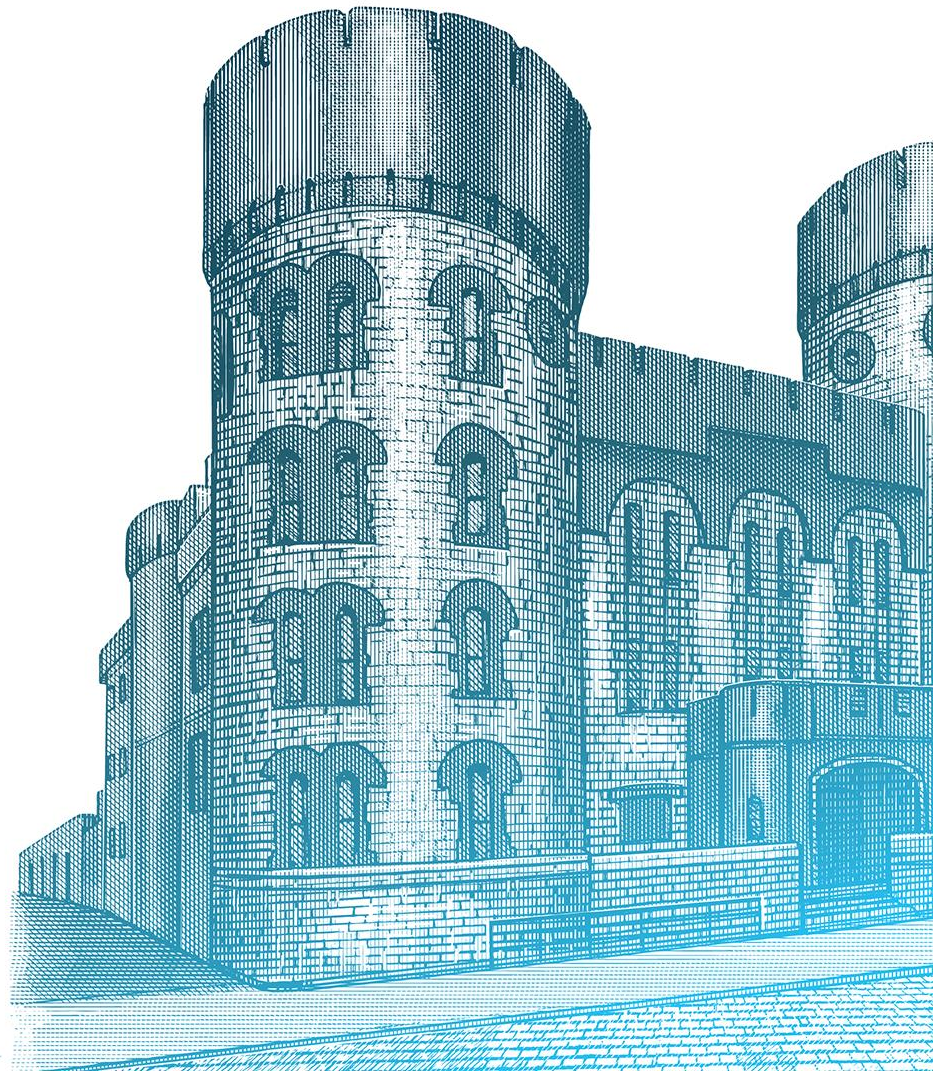


Compliance



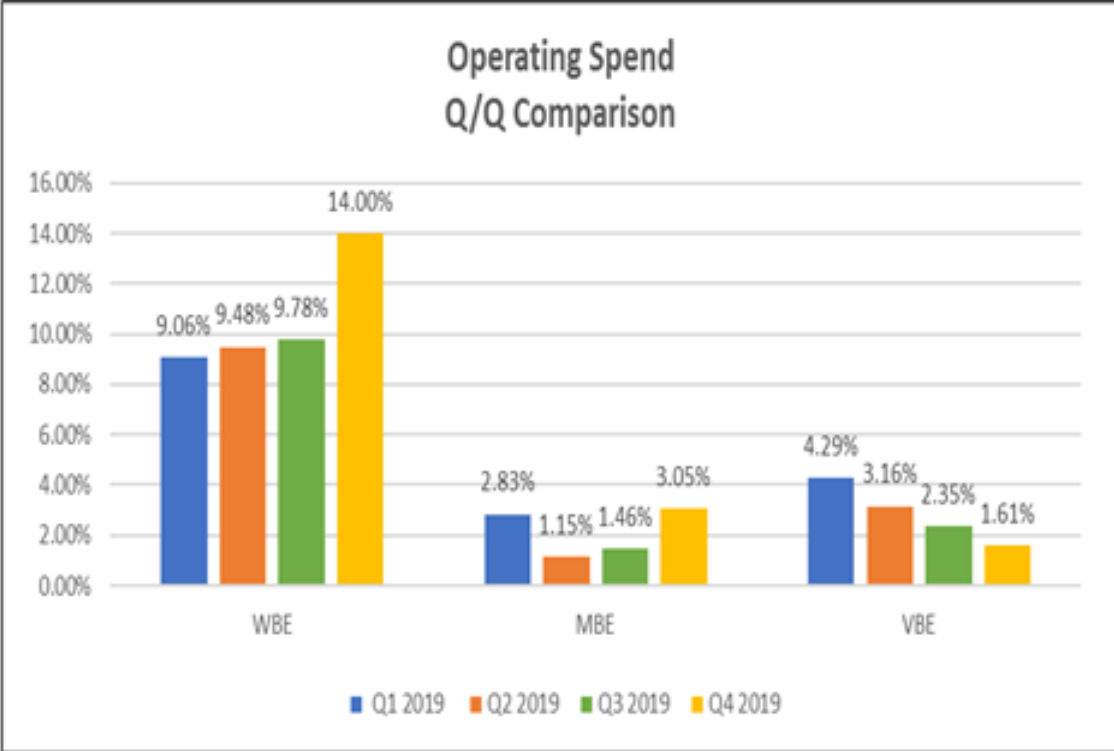
Month	Minors intercepted in Gaming Area and prevented from Gaming (% of visitation)	Minors intercepted gaming (% of visitation)	Minors intercepted consuming alcohol (% of visitation)
October	155(0.035%)	10(0.002%)	3(0.0007%)
November	156(0.033%)	11(0.002%)	1(0.0002%)
December	203(0.043%)	9(0.002%)	6(0.0012%)

SPEND UPDATE



Q4 2019 Operating Spend

Diversity Spend



Notes:

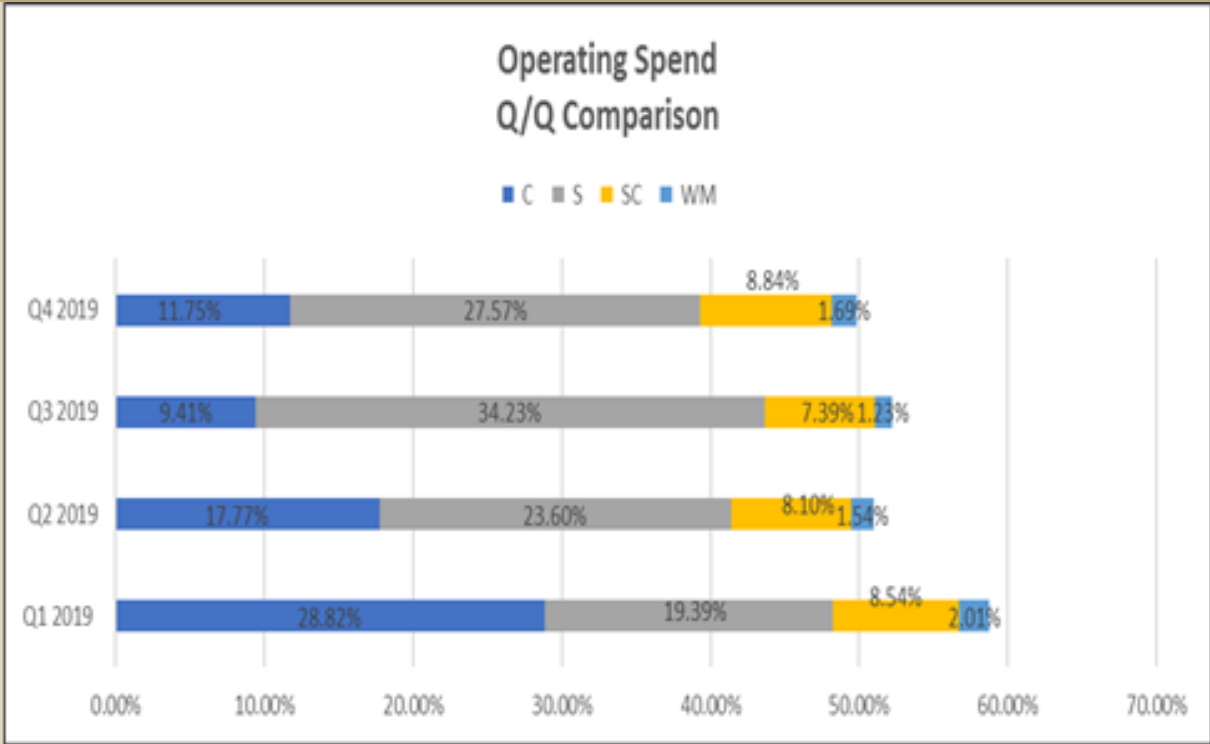
- Total Biddable Spend for Q4 2019 was 12.5M
- Diversity categories defined as:
 - WBE – Women-Owned Business Enterprise
 - MBE – Minority-Owned Business Enterprise
 - VBE – Veteran Owned Business Enterprise
- Diversity spend goals defined as:
 - WBE – 15% of Biddable Spend
 - MBE – 10% of Biddable Spend
 - VBE – 2% of Biddable Spend

\$12.5M identified as Biddable Spend
\$2.3M in payments to Diversity Suppliers (18.7%)



Q4 2019 Operating Spend

Local Spend



Notes:

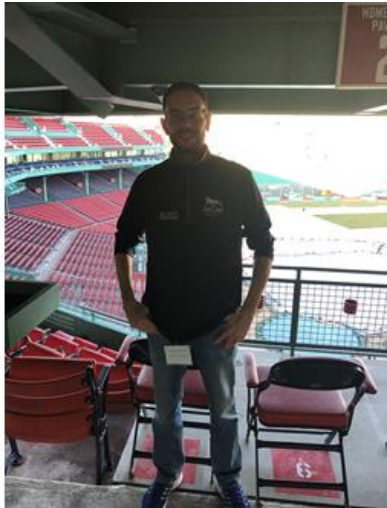
- Total Spend for Q4 2019 was 13.2M
- Spend segments defined as:
Commonwealth (C)
Springfield (S)
Surrounding Communities (SC)
Western Massachusetts (WM)

\$6.6M in payments to Mass. Suppliers (49.9%)
\$5.0M in payments to Western Mass. Suppliers (38.1%)



Vendor Outreach

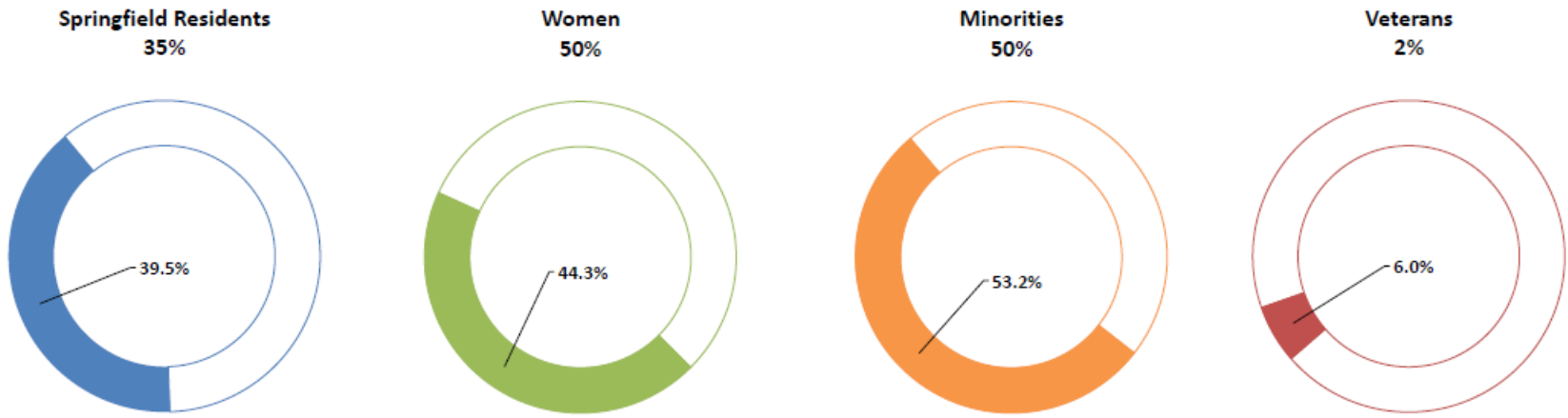
Date	Event	Location
10/08/2019	PFG Food Show	Springfield, MA
11/26/2019	GNEMSDC Fenway Event	Boston, MA



EMPLOYMENT



Progress on Hiring Goals



Represents 2,004 active employees as of 12/31/2019 (Does not include Campus, Tenants, Vendors)

Employment Numbers

	Employees	Full-Time	Part-Time
Totals	2,004	1,479	525
% of Total	100%	73.8%	26.2%

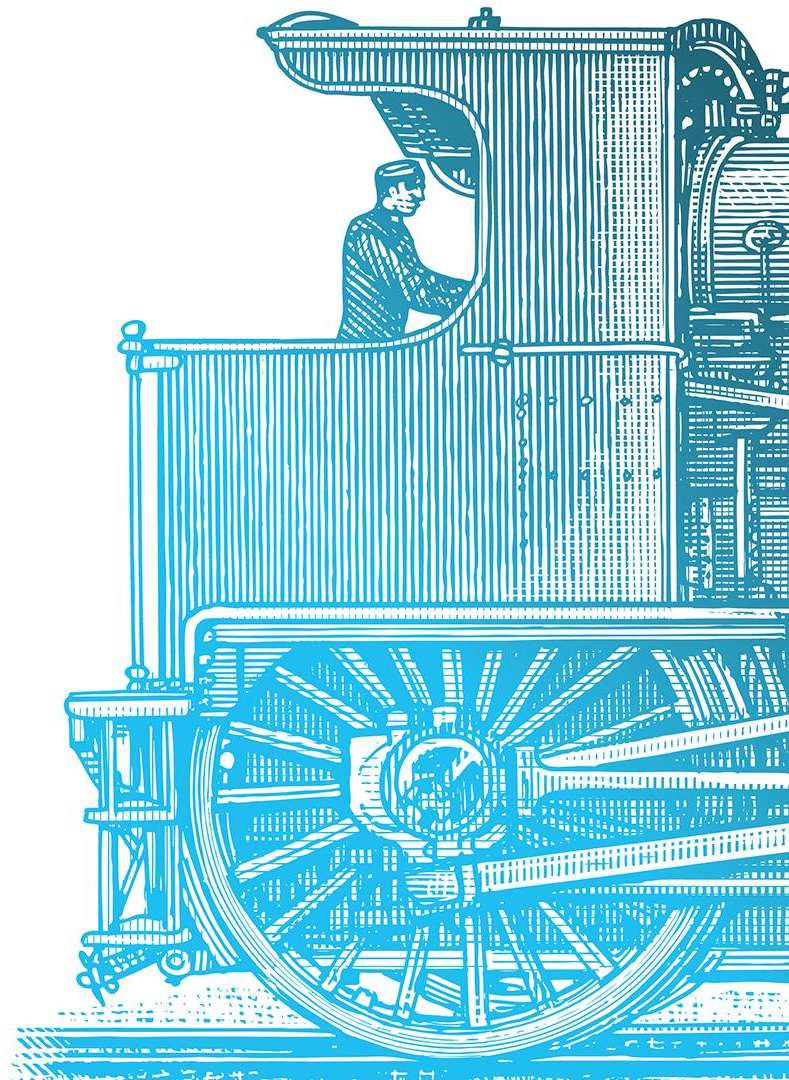
2019	Goals	Q1 %	Q1 #	Q2 %	Q2 #	Q3 %	Q3 #	Q4 %	Q4 #
MINORITY	50%	54.6%	1,258	53.6%	1,100	54.2%	1,106	53.2%	1,067
VETERAN	2%	6.1%	141	6.0%	124	6.1%	124	6.0%	121
WOMEN	50%	44.3%	1,021	44.5%	914	44.5%	907	44.4%	889
SPRINGFIELD	35%	39.3%	906	40.9%	841	40.0%	817	39.5%	791
WESTERN MA RESIDENTS		73.3%	1,687	76.1%	1,564	76.1%	1,553	76.3%	1,529
MA RESIDENTS		75.3%	1,734	77.8%	1,599	77.8%	1,589	78.1%	1,565
TOTAL # OF MGM EMPLOYEES			2,303		2,054		2,040		2,004
TOTAL # OF EMPLOYEES OF VENDORS			81		80		108		98
TOTAL # OF EMPLOYEES @GAMING ESTABLISHMENT			2,384		2,134		2,148		2,102

2019 Q4 Recruitment Efforts

- *Student Tours:* Smith College, Smith Vocational HS, HCC hospitality class, Univ. of New Haven
- *Initiatives:*
 - Westfield Technical Academy (co-op launch & donation)
 - Hampden County Sheriffs Dept Career Readiness Presentation
 - MassHire Career Fair
 - UMASS HTM career fair
 - Westfield State career fair
 - Veterans, Inc. career fair
- Recipient of Distinguished Employer Award by MA Regional Employment Collaboratives



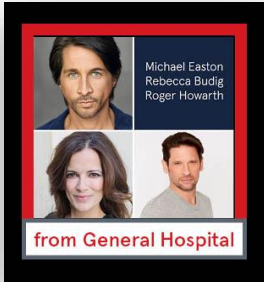
ENTERTAINMENT, SPECIAL EVENTS



Plaza & Armory Activations



Plaza & Armory Activations



- ROAR Comedy Series
- Ice Rink at MGM Plaza

Entertainment & Nightlife



- Slayer
- Michael Carbonara
- Lewis Black
- Classical Mystery Tour: A Beatles Tribute
- Smokey Robinson
- Family Feud
- Vietnamese Show
- Thunder From Down Under

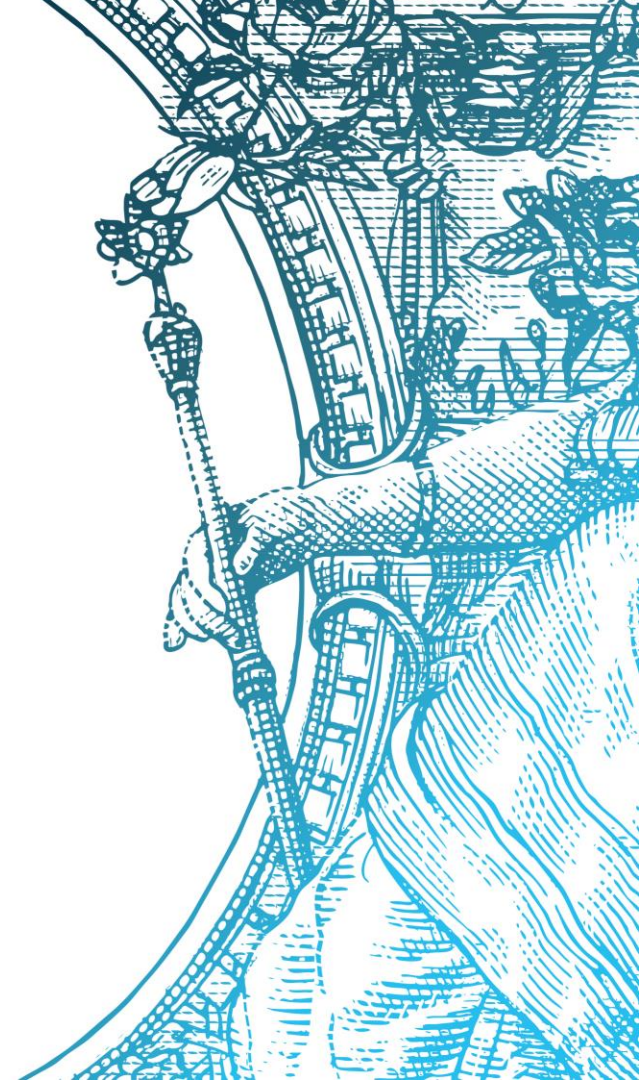
Upcoming Entertainment Calendar

Event Name	Event Date	Event Venue
ROAR! Comedy: Cindy Foster	3/6	The Armory at MGM Springfield
ROAR! Comedy: Anthony Rodia	3/6	The Armory at MGM Springfield
ROAR! Comedy: Todd Barry	3/7	The Armory at MGM Springfield
ROAR! Comedy: Sean Donnelly	3/13-3/14	The Armory at MGM Springfield
ROAR! Comedy: Jade Catta-Preta	3/20-3/21	The Armory at MGM Springfield
Charlie Wilson	3/27	Springfield Symphony Hall
ROAR! Comedy: Steve Byrne	3/27-3/28	The Armory at MGM Springfield

Upcoming Entertainment Calendar

Event Name	Event Date	Event Venue
ROAR! Comedy: Matt Braunger	4/10-4/11	The Armory at MGM Springfield
Marlon Wayans	4/17	Aria Ballroom at MGM Springfield
ROAR! Comedy: Steve Sweeney	4/17	The Armory at MGM Springfield
ROAR! Comedy: Frank Santos Jr	5/2	The Armory at MGM Springfield
ROAR! Comedy: Joselito Da Puppet	5/3	The Armory at MGM Springfield
#IMOMSOHARD	5/28	Symphony Hall Springfield
ROAR! Comedy: Steve Sweeney	5/29-5/30	The Armory at MGM Springfield
Chelsea Handler	6/13	Springfield Symphony Hall

COMMUNITY ENGAGEMENT



Community Engagement



Bright Nights at Forest Park



YWCA of Western Massachusetts



Festival of Trees – Boys & Girls Club

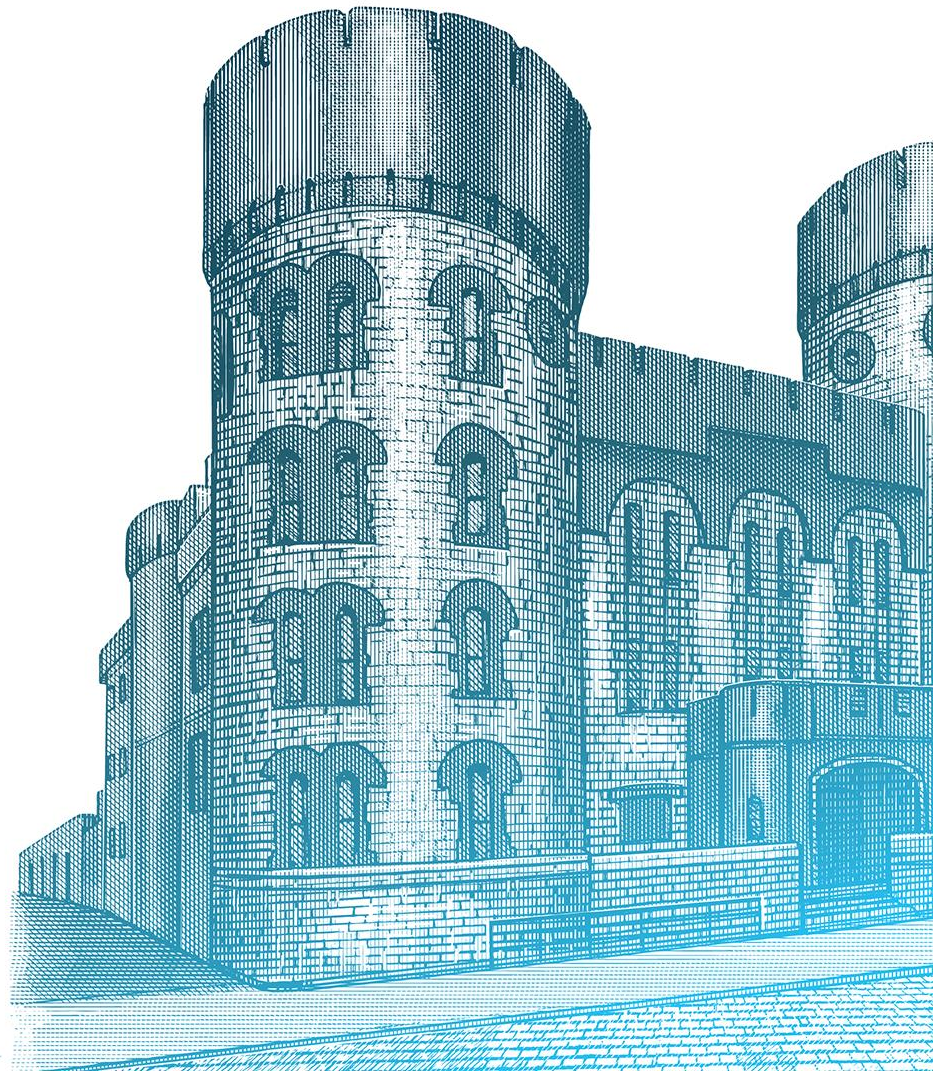


MGM Awards \$1.8M To Neighbor Towns



Food Bank of Western Massachusetts

FUTURE IMPACT



Development Update



- Residential/31 Elm Street
- Wahlburgers
- Armory Plans

Development Update

COSTA
PIZZA • PASTA • WINE

- Opening Friday, 2/28
- Classic Italian
- Family-Style
- Housemade pastas, pizza, desserts and more



THANK YOU

