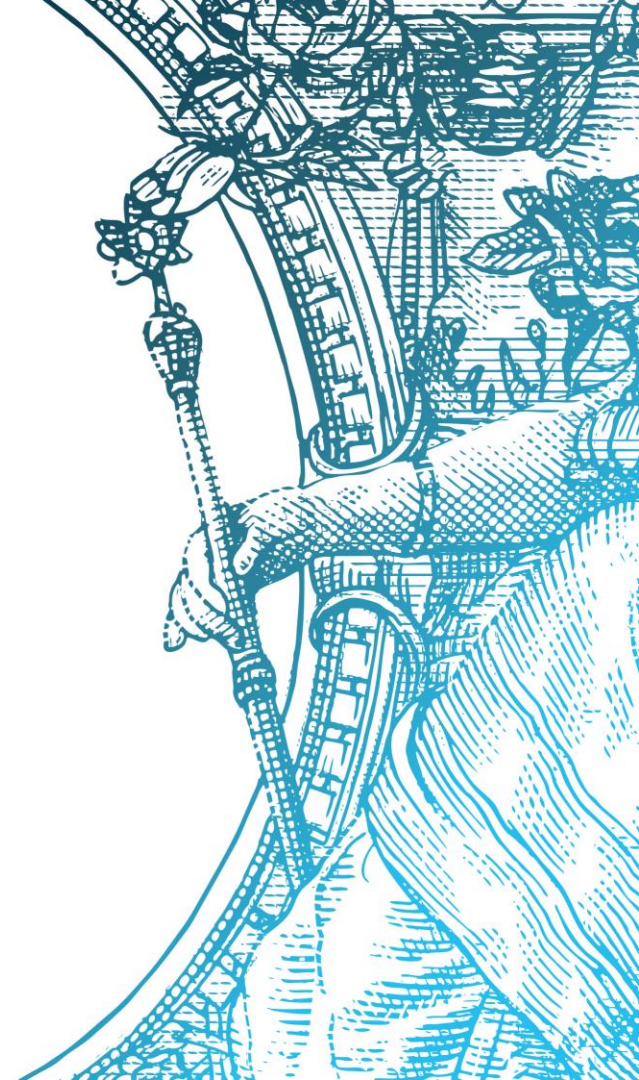


# Q3 2020 Report

Massachusetts Gaming Commission

December 3, 2020



# REVENUE, TAXES, LOTTERY & COMPLIANCE



# Q3 2020 Gaming Revenue & Taxes

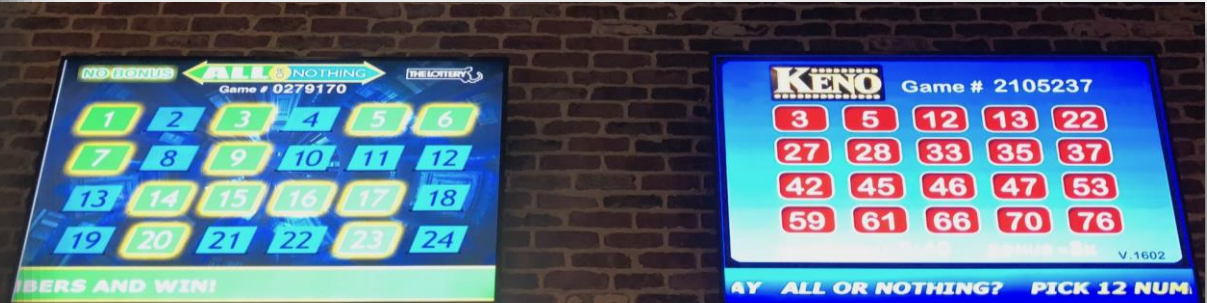
Month	Gaming Revenue	MA Taxes
July	\$10,703,754	\$2,675,939
August	\$18,462,944	\$4,615,736
September	\$17,618,739	\$4,404,685
<b>TOTAL</b>	<b>\$46,785,436</b>	<b>\$11,696,359</b>



# Lottery



Month	Lottery Sales at MGM Springfield
July	\$61,357
August	\$127,882
September	\$99,173

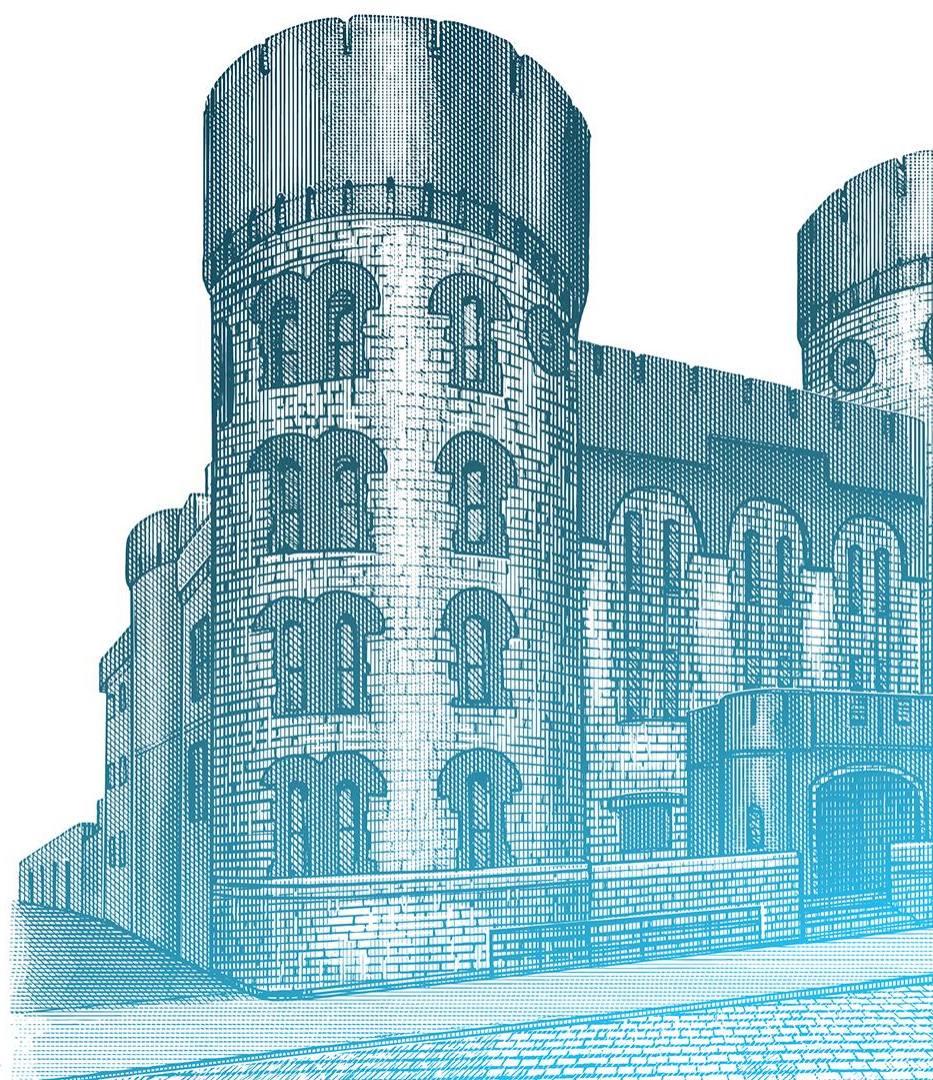


# Compliance



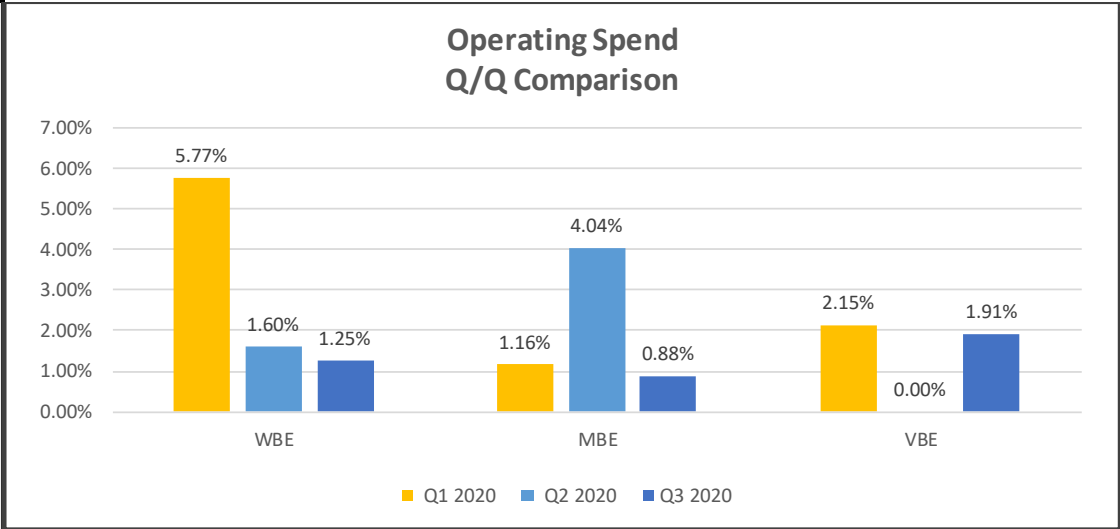
Month	Minors intercepted in Gaming Area and prevented from Gaming	Minors intercepted gaming	Minors intercepted consuming alcohol
July	0	0	0
August	3	0	0
September	1	0	0

# SPEND UPDATE



# Q3 2020 Operating Spend

## Diversity



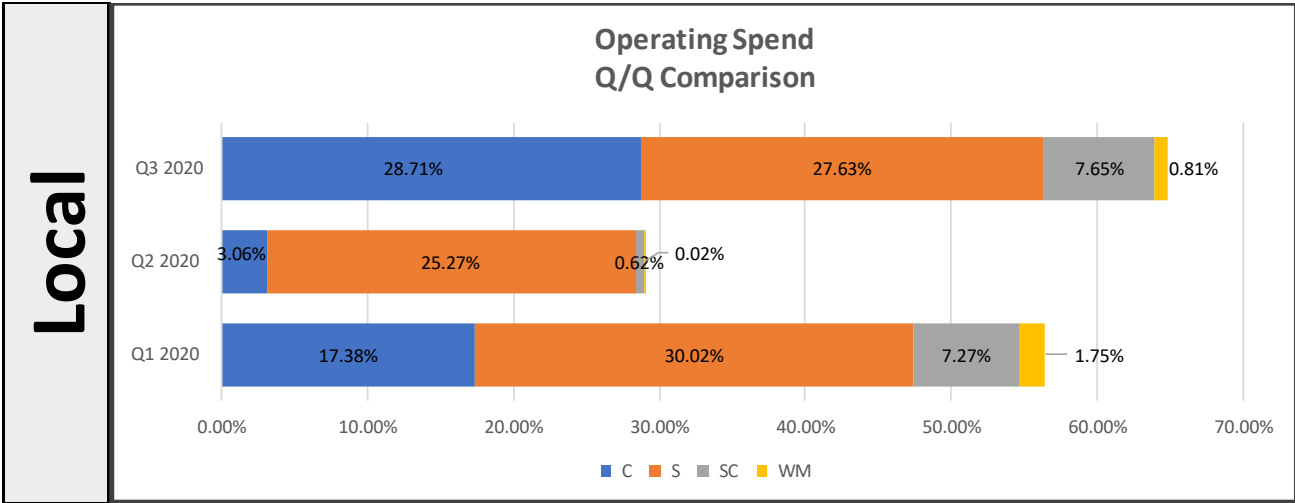
Notes:

- Total Biddable Spend for Q3 2020 was \$4.5M
- 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

**\$4.5M** identified in Biddable Spend  
**\$0.5M** in payments to Diversity Suppliers (11%)



# Q3 2020 Operating Spend



- Notes:
- Total Spend for Q3 2020 was \$12.5M
  - Spend segments defined as:
    - Commonwealth (C)
    - Springfield (S)
    - Surrounding Communities (SC)
    - Western Massachusetts (WM)

**\$2.9M** in payments to Mass. Suppliers (23.2%)  
**\$2.6M** in payments to Western Mass (57.8%)



# EMPLOYMENT



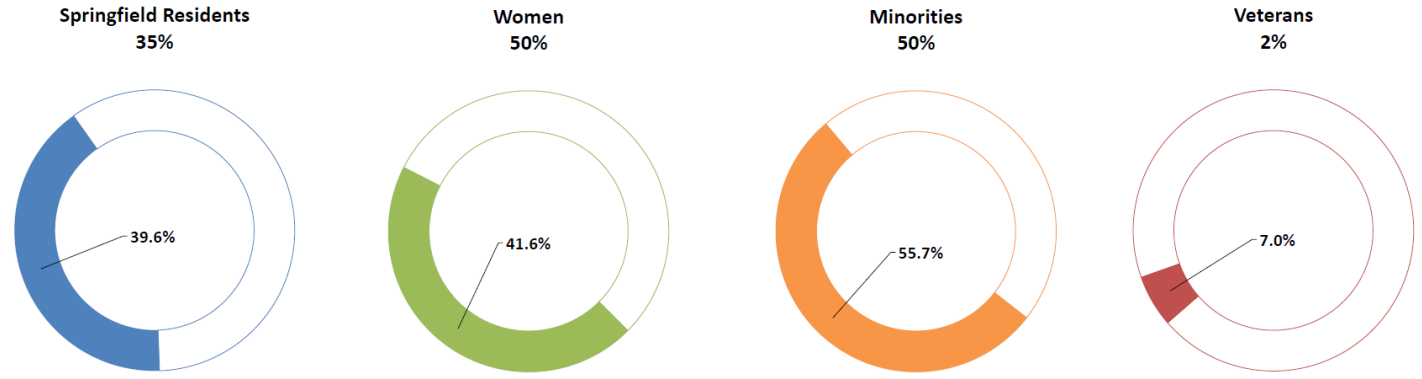
# Employment Numbers

	Employees	Full-Time	Part-Time
Totals	911	839	72
% of Total	100%	92.1%	7.9%

<i>As of 09/30/2020</i>	Goals	Q4 2019 %	Q4 2019 TOTAL # OF EMPLOYEES	Q1 2020 %	Q1 2020 TOTAL # OF EMPLOYEES	Q2 2020 %	Q2 2020 TOTAL # OF EMPLOYEES	Q3 2020 %	Q3 2020 TOTAL # OF EMPLOYEES
MINORITY	50%	53.2%	1,067	53.2%	1,076	53.4%	1,074	55.7%	507
VETERAN	2%	6.0%	121	5.8%	118	5.8%	116	7.0%	64
WOMEN	50%	44.4%	889	44.2%	896	44.3%	892	41.6%	379
SPRINGFIELD RESIDENTS	35%	39.5%	791	39.9%	807	40.1%	806	39.6%	361
WESTERN MA RESIDENTS		76.3%	1,529	76.8%	1,553	76.8%	1,546	74.5%	679
MA RESIDENTS		78.1%	1,565	78.3%	1,584	78.4%	1,577	76.0%	692
TOTAL # OF GAMING ESTABLISHMENT EMPLOYEES			2,004		2,022		2,012		911
FULL TIME			1,482		1,489		1,480		839
PART TIME			375		394		393		70
ON CALL			147		139		139		2

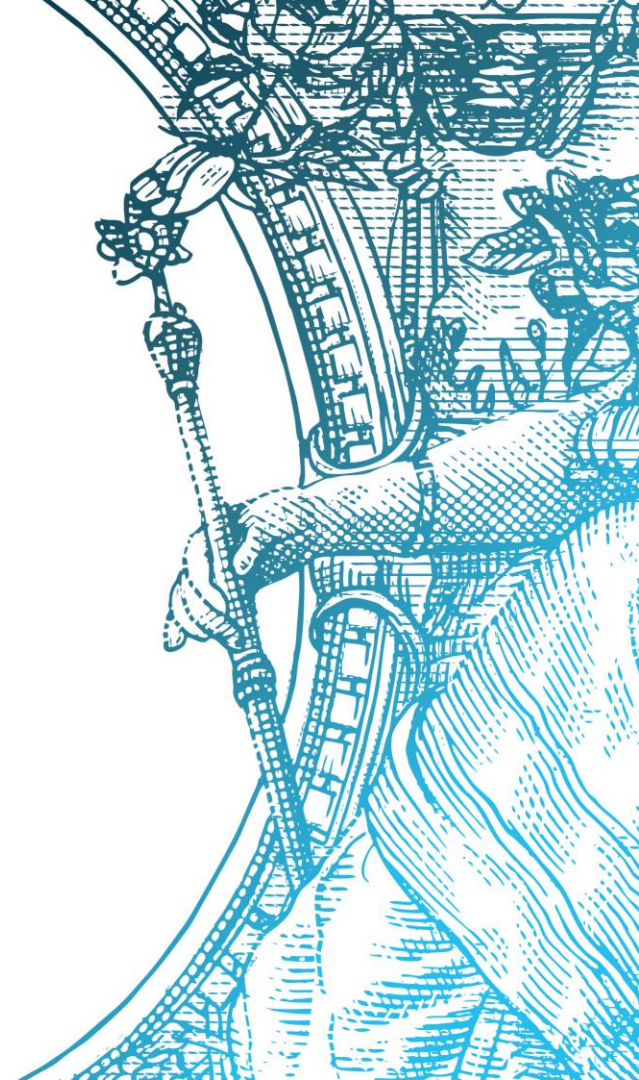


# Progress on Hiring Goals



Represents 911 active employees as of 09/30/2020 (Does not include Campus Tenants, Vendors)

# COMMUNITY ENGAGEMENT





# Community Engagement



Water Donation at Cooling Centers



Books for Springfield Public Schools



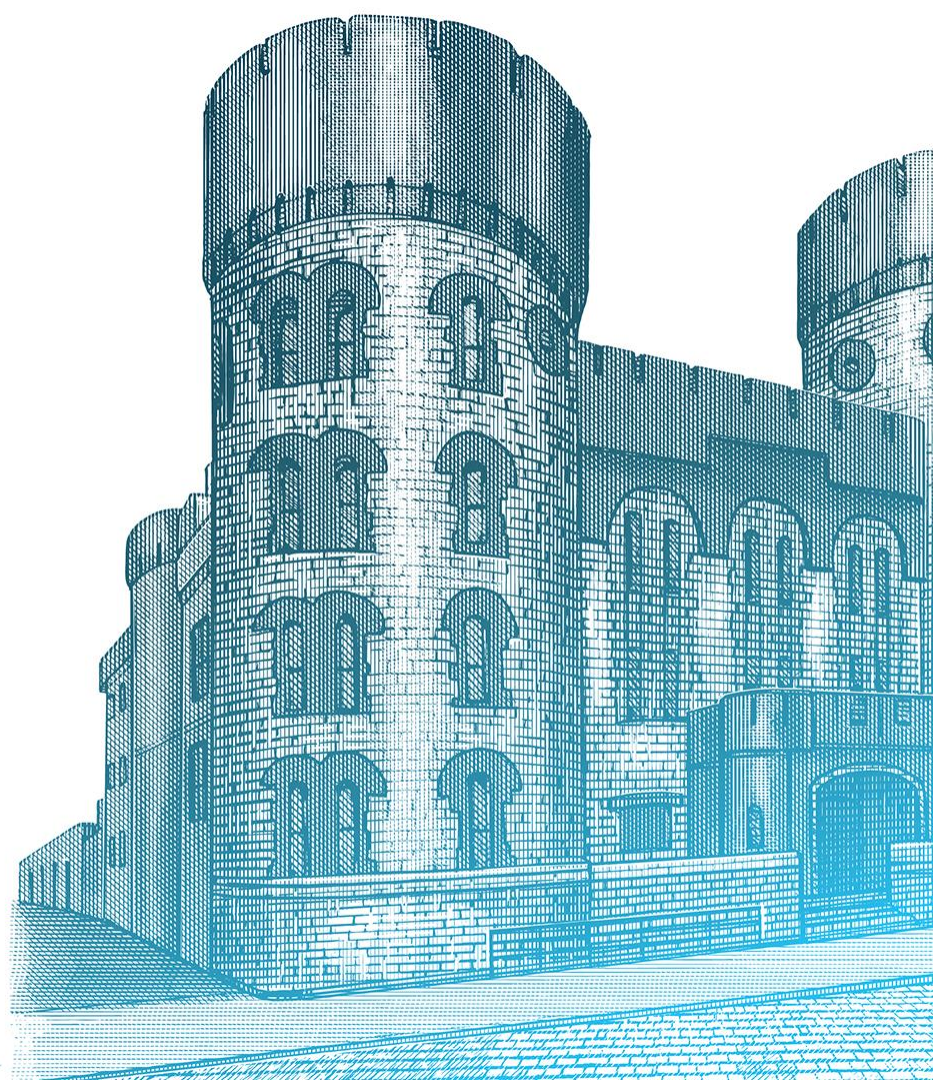
Photo Courtesy of The Republican

Backpack Giveaway



Photo Courtesy of The Republican

# FUTURE IMPACT





# Development Update



- City contractor nearly complete on \$4M demo and remediation
- Developer moving forward on construction documentation and pricing
- Financial close expected in early 2021
- Wahlburgers completed construction – on track for an early 2021 opening.
- Armory Plans – none until Covid restrictions are lifted.

THANK YOU

